

BULKY DOCUMENTS

(Exceeds 300 pages)

Proceeding/Serial No: 91156321

Filed: 10-22-08

Title: REGISTRANT'S STIPULATED MOTION FOR

LEAVE TO USE TRIAL TESTIMONY FROM

OPPOSITION NO. 91156321 IN PROCEEDING <BOX

1>

Part 2 of 8



92045876

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To advocate, promote and facilitate the success of Hispanic busine

United States Hispanic Chamber of Commerce

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THE CALENDAR OF EVENTS

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Corporate Partners

Access to Millions of Dollars in Contracts! e: izMatching.com

Immigration Reform NOW

Legislative Action Center

HISPANIC VENDOR DIRECTORY

BECOME A MEMBER TODAY MON COLUMN HOL

APPLY ONLINE NOW



Applicant United States Chamber United States Hispanic Chamber of Commerce v. Commerce Foundation Commerce Foundation Exhibit Number Chamber

© EVENTS



Calendar of upcoming events learn more +

HEADLINE NEWS

Join the USHCC on Capitol Hill! On March 5-7, 2007, we will host our 17th Annual USHCC Legislative Conference in Washington, D.C., at the Ronald Reagan Building & International Trade Center. This year's legislative theme is "Advancing Latino Entrepreneurship-It's Just Good Business." 17th Legislative Conference Website

léarn more +

USHCC Reacts to President Bush's State of the Union Address. Immigration Reform, Affordable and Independent Energy Supply, Providing Affordable Health Insurance and Better Education for all Americans are Issues of Great Importance to Hispanic Business Community.

learn more +

U.S. Hispanic Chamber of Commerce Selects Denver as Site for 29th Annual National Convention and Business Expo

learn more +

USHCC Leaders Support S. 2 and Encourage Senate Leaders to Pass This Comprehensive Legislation. The Fair Minimum Wage Act Can Assist 10 Percent of Workforce With Wage Increase and Provide Tax Relief for Nation's Small Businesses - Job Creators

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USHCC to Unveil Top Legislative Priorities for the 110th Congress During Its 17th Annual Legislative Conference, March 5-7, 2007, in Washington, D.C. Immigration Reform, SBA Reauthorization, Health Care Policy for Small Businesses, Free Trade Among Top Issues for Hispanic Businesses and Latino Entrepreneurs



Viewer Feedback

USHCC Features

USHCC President & CEO Michael Barrera Speaks to the Media Abou Immigration

Procurement & RFPs

USHCC Policy Priorities

USHCC Foundation

Chamber Weekly

Networking Magazine

Business Coalition for US-Central America Trade

HAFT Support for PTPA

Anna Maria Arias

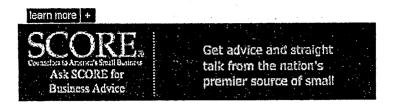
Hispanic Trends Magazine

Hispania Capital Partners

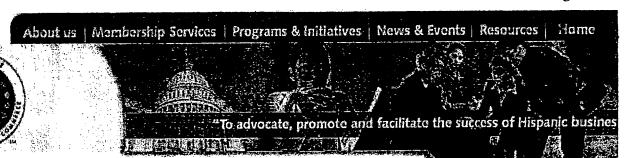


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MISSION STATEMENT

"To advocate, promote and facilitate the success of Hispanic businesses"

The USHCC mission is accomplished by the following:

Implementing and strengthening national programs that assist the economic development of Hispanic firms;

Increasing business relationships and partnerships between the corporate sector and Hispanic-owned businesses;

Promoting international trade between Hispanic businesses in the United States and Latin America;

Monitoring legislation, policies and programs that affect the Hispanic business community;

Providing technical assistance to Hispanic business associations and entrepreneurs.



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Region 6







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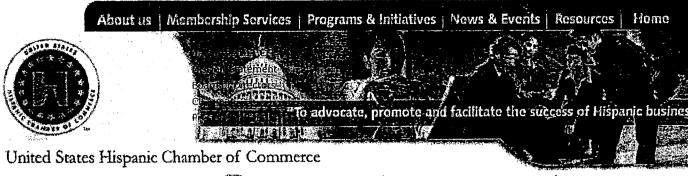
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CHAIRMAN



David C. Lizárraga Chairman

David Lizárraga is one of the nation's most recognized Hispanic business leaders and was recently elected Chairman of the Board of Directors of the United States Hispanic Chamber of Commerce. His career and community activities have been dedicated to empowering people and communities with the economic tools they need to improve.

Acknowledged as a pioneer in community empowerment, David C. Lizárraga has been at the helm of TELACU for nearly 40 years as its President & CEO. Through this unique corporate model shaped by Mr. Lizárraga, TELACU and TELACU Millennium businesses provide valuable products, services and build vital community assets, such as schools, water projects, transportation facilities and infrastructure. TELACU emerged as the nation's largest community development corporation, advocating for education as a chief vehicle toward greater economic and social opportunities. The LINC TELACU Education Foundation, which Lizárraga established to prepare and equip upcoming generations of Latino leaders, is the most effective national institution meeting the educational needs of Latinos today.

Raised in the gang heavy Maravilla barrio of East Los Angeles, Mr. Lizárraga found refuge in the faith based, community work of his father and mother, the Reverend Cesar and Angelita Lizárraga. His parents still live in East Los Angeles and instilled in him the importance of always giving back to the community and establishing valuable relationships.

In the 1960's, East Los Angeles was abandoned by major companies that the community had helped build for generations. The community was plunged into a devastating economic decline that scarred this community with boarded up businesses and blighted neighborhoods.

Under Mr. Lizárraga's astute leadership, TELACU has become the largest, most successful Hispanic Community and economic development corporation in the nation. With nearly \$400 million in assets, TELACU has created thousands of jobs, affordable homes, loans to small business owners and numerous educational opportunities for young people.

Mr. Lizárraga has been accorded numerous honors and awards for his community, philanthropic, and business leadership. These have included the following: (2003) Chairwoman's Award-California Hispanic Chambers of Commerce, (2002) Minority Small Business Advocate of the Year-U.S. Small Business Administration, (2002) Lifetime achievement Award-National Association of Minority Auto Dealers Association, (2001) Thurgood Marshall Award-National Association for the Advancement of Colored People, (1992) Entrepreneur of the Year Award-Entrepreneur Magazine, and (1992) Businessman of the Year-U.S. Hispanic Chamber of Commerce. Most recently, Mr. Lizárraga recently had the distinct honor of being recognized among the top 500 business leaders of the year in Hispanic Business Magazine.

Mr. Lizárraga is a proud American, a veteran of the U.S. Armed Forces who is committed to service, empowerment, advancement and the creation of self-sufficiency in communities throughout the United States of America."

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President & CEO



Michael L. Barrera President & CEO

Michael L. Barrera was named President and CEO of the United States Hispanic Chamber of Commerce on June 19, 2005, following an extensive nationwide search.

In this leadership role, he is responsible for increasing business opportunities for Hispanic entrepreneurs; delivering benefits and value-added services to member Chambers and corporate partners; maximizing effectiveness and efficiency of Chamber operations while aligning USHCC's strategic objectives in support of the organization's continued path to grow and success.

Prior to his selection, Mr. Barrera was the National Ombudsman for the United States Small Business Administration (SBA) having been appointed to the position by President Bush in 2001. In his role, Mr. Barrera led the national effort on behalf of the country's small businesses to ensure fairness in the enforcement of Federal regulations. In addition to being National Ombudsman, Mr. Barrera also spearheaded the Office of Capital Access, which oversees a \$76 billion dollar loan portfolio, the Office of Government Contracting/Business Development, the Office of Entrepreneurial Development and, the SBA's highly successful Business Matchmaking contracting program.

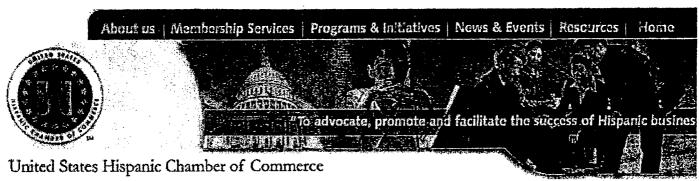
Barrera is an accomplished lawyer and business leader with strong Federal Government experience, extensive Hispanic Chamber experience, a corporate background, proven credentials in managing national programs and a well-cultivated entrepreneurial spirit.

A native of Kansas City, Missouri, Mr. Barrera received his law degree from the University of Texas School Of Law in 1989 and a bachelor's degree from Kansas State University in 1982. He is former member of the Missouri Bar Association, Kansas City Metropolitan Bar Association, Texas Bar Association and Co-founder and past President of the Kansas City Hispanic Bar Association.

In private practice, Mr. Barrera co-founded two law firms in Kansas City focusing on general civil litigation, small business startups, workers' compensation, criminal defense, and personal injury. Barrera's legal experience includes service as an Assistant Prosecuting Attorney for Jackson County, Missouri.

Prior to studying law, Mr. Barrera was a marketing representative and area manager for the Miller Brewing Co. from 1982-1986 In Atlanta, GA and Corpus Christi, TX, respectively. Mr. Barrera's small business experience includes the management of two family-owned restaurants in the Kansas City area. Barrera's ties to the USHCC run deep. He is the former Chairman and President of the Hispanic Chamber of Commerce of Greater Kansas City. Additionally, when the USHCC was based in Kansas City, Barrera would volunteer time assisting his father, Richard Barrera, a founding member of the USHCC as well as its first convention coordinator and a former Board member.

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AT&T -- The AT&T Busine Affiliate Network program an on-line marketing program that pays your organization for every qualified purchase of an AT&T business class prodror service purchased through your website. It in ocst program that generates revenue for you business. It enables you to complement the offerings

you provide to small businesses with products

businesses and

that will help them run th

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Internet access ... Local

phone service. Your small business customers can p

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month. There is no cost to

participate in this prograr and you can discontinue

participating at any time.

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purchases a qualified

product, you earn a

more than \$50 in

you'll get an email with

dependable AT&T local

CHAMBER DISCOUNTS

American Airlines'

American Airlines--The Business ExtrAA Program -American Airlines designed the Business ExtrAA program to serve your company or nonprofit organization. The Business ExtrAA program is a travel award and incentive program that allows members to manage business travel while earning points for exciting awards. Whatever your business travel needs, this program offers more for your organization, at no cost to you!

cost to you!
• Every time one of your employees or members use your Business ExtrAA account number when they purchase qualifying tickets on American Airlines, American Eagle® and AmericanConnection®.
• Fach passenger will

AmericanConnection®.

• Each passenger will earn AAdvantage® miles in addition to the Business ExtrAA points your organization or company can accrue. Enroll your company in this free program to earn 500 Business ExtrAA Bonus Points. That's one-fourth of the way to an air travel award!

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If you are interested in learning more about this opportunity, please contact Sophie at:
Sophie@bbionline.com or (617) 995-2246, or visit the AT&T Business Affiliate Network website at www.b2baffiliate.att.com



ADP -- A special offer to **USHCC** members ADP and the USHCC are pleased to provide a spec member benefit on payro services to all USHCC members. USHCC members can take advantage of the convenience and reliabilit of ADP Small Business Services payroll service a receive the first two months absolutely free ADP's payroll service will calculate your payroll and print paychecks, pay vouchers and reports and deliver them right to your door ready for payday. As part of its Tax Filing and Compliance Services, ADI will calculate, deposit, file and reconcile all your payroll taxes. These services relieve you of the burden of processir payroll so you can spend more time focusing on yo business. Call 1-888-765-6237 to get your free quote and ti advantage of the exclusiv USHCC/ADP offer and receive the first two monl free! Find out how ADP

NEXTEL -- Designed as a productivity enhancing business initiative, the **USHCC** and Nextel Communications Inc. are proud to offer USHCC members the "Equipt for Business" Programthrough an extended partnership. The program will connect USHCC members to Nextel's differentiated products and services including the BlackBerry 7520, plus TeleNav, the GPS turnby-turn, Creditel Power Swipe and IT2ME, the

Small Business Service ca help you grow your

business.



Budget -- Somebody has to give you great rates, and we decided it should be us! No matter what kind of vehicle you need, you'll find it at Budget. Choose from a large selection of great cars, available at any of our convenient airport or neighborhood locations. Make your reservation online Here and your Budget **Customer Discount** (BCD) number # Y568800 will be included.

Fed :

FedEx -- Together, FedEx and the USHCC are pleased to support your business by offering FedEx shipping discounts. As a USHCC member you're entitled to save up to 16% on select FedEx Express® shipments, and up to 12% on FedEx Ground® shipments. To find out more about the savings that are waiting for you, simply call 877-569-8040 and mention code 202-10.

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Also, visit FedEx Directo to access a library of valuable English and Spanish resources to help you save time and money in business. And sign up today to receive FedEx Directo eNews, a free monthly eNewsletter!



wireless GPS solution that allows the tracking and monitoring of resources. Nextel will also continue to be the Official Wireless Communications Provider at the USHCC 27th Annual National Convention and Business Expo.

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United States Hispanic Chamber of Commerce

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CHAMBER CREDENTIALS

Criteria to be a Eligible Candidates

Good Standing Criteria

Chamber Profile

Delegate Criteria

United States Hispanic Chamber of Commerce ("USHCC") Memorandum

TO: Candidates for Election to the USHCC Board of Directors (the "Board")

Requirements and Criteria for Nominees to be Eligible Candidates

1. Candidate Criteria

Each nominee who wishes to be eligible as a candidate for election to the Board shall meet all of the following criteria:

- a. The nominee must certify on the attached "Nominee Certification" form that:
 i. The nominee is Hispanic, and a 51% or greater owner of a Hispanic-owned business of which he/she is the Chief Executive Officer or President;
 - II. The business of which the nominee is the owner and CEO or President must be the nominee's primary employment;
 - iii. The nominee has presented true and correct documentation of his or her position as owner and CEO or President. Such documentation may include copies of stock certificates, minutes of a meeting wherein the nominee was elected CEO or President, annual reports, by-laws, operating agreements, partnership agreements or other documents which are acceptable to the criteria committee;
 - iv. The nominee is not a paid employee of the USHCC or any local or state Hispanic chamber or trade association affiliated with the USHCC;
 - v. The nominee is not a compensated employee (excluding expense reimbursements) or elected/appointed officeholder of any local, state, federal or territorial government agency;
 - vi. The nominee has not been convicted of any felony; and
 - vii. The nominee, should he or she be elected, is willing to contribute adequate time and financial resources to attend meetings, conventions and special events, is willing to assume all responsibilities of Board members, and will follow all rules, requirements and provisions of the USHCC by-laws and articles of incorporation.
- b. The nominee must be a member of a local or State Hispanic chamber (excluding Statewide Chambers see D3 of Criteria to be a Voting Member for definition) or trade association in the State of the nominee's primary business office, which local or State Hispanic chamber or trade association must be:
 - i. A "2006 Voting Member" of the USHCC as of JUNE 30, 2006; and
 - ii. Located in the Region in which the nominee desires to be a candidate for election to the Board.
- c. The nominee must have held at least one term as an officer or member of a board of directors of a local or State Hispanic chamber (excluding Statewide Chambers) or trade association in the Region which the nominee seeks to represent. Such term is not required to be held at the time of nomination.
- d. Assuming the nominee meets all other criteria, the nominee must be a fully paid registrant (excluding current Board members) and present at the national convention election.
- e. The nominee must submit a written endorsement from the president or a director of the local or State Hispanic chamber (excluding Statewide Chambers) or trade association list in 1(b) above on the form attached.
- f. At least five (5) eligible delegates from the nominee's Region must be present at the national convention election.

United States Hispanic Chamber of Commerce ("USHCC") Memorandum

TO: Candidates for Election to the USHCC Board of Directors (the "Board") RE:

Requirements and Criteria for Nominees to be Eligible Candidates

1. Candidate Criteria

Each nominee who wishes to be eligible as a candidate for election to the Board shall meet all of the following criteria:

- a. The nominee must certify on the attached "Nominee Certification" form that: i. The nominee is Hispanic, and a 51% or greater owner of a Hispanic-owned business of which he/she is the Chief Executive Officer or President:
 - ii. The business of which the nominee is the owner and CEO or President must be the nominee's primary employment;
 - III. The nominee has presented true and correct documentation of his or her position as owner and CEO or President. Such documentation may include copies of stock certificates, minutes of a meeting wherein the nominee was elected CEO or President, annual reports, by-laws, operating agreements, partnership agreements or other documents which are acceptable to the criteria committee;
 - iv. The nominee is not a paid employee of the USHCC or any local or state Hispanic chamber or trade association affiliated with the USHCC;
 - v. The nominee is not a compensated employee (excluding expense reimbursements) or elected/appointed officeholder of any local, state, federal or territorial government agency;
 - vi. The nominee has not been convicted of any felony; and
 - vii. The nominee, should he or she be elected, is willing to contribute adequate time and financial resources to attend meetings, conventions and special events, is willing to assume all responsibilities of Board members, and will follow all rules, requirements and provisions of the USHCC by-laws and articles of incorporation.
- The nominee must be a member of a local or State Hispanic chamber (excluding Statewide Chambers see D3 of Criteria to be a Voting Member for definition) or trade association in the State of the nominee's primary business office, which local or State Hispanic chamber or trade association must be:
 - i. A "2006 Voting Member" of the USHCC as of JUNE 30, 2006; and
 - ii. Located in the Region in which the nominee desires to be a candidate for election to the Board.
- The nominee must have held at least one term as an officer or member of a board of directors of a local or State Hispanic chamber (excluding Statewide Chambers) or trade association in the Region which the nominee seeks to regresent. Such term is not required to be held at the time of nomination.
- d. Assuming the nominee meets all other criteria, the nominee must be a fully paid registrant (excluding current Board members) and present at the national convention election.
- The nominee must submit a written endorsement from the president or a director of the local or State Hispanic chamber (excluding Statewide Chambers) or trade association list in 1(b) above on the form attached.
- At least five (5) eligible delegates from the nominee's Region must be present at the national convention election.
- The nominee must meet the eligibility requirements of Article II, Section I of the USHCC Bylaws and have a good faith interest in the objectives of the USHCC.

2. Submission of Application

All applications and accompanying documents must be submitted to the offices of the United States Hispanic Chamber of Commerce legal

counsel postmarked no later than JULY 15, 2006, to the following address:

Goldsberry, Freeman, Guzman & Ditora, LLP ATTN: Ms. Melinda Guzman Moore Attorney at Law 777 12th Street, Suite 250 Sacramento, CA 95814

It is recommended to all applicants that these documents be submitted in a manner that ascertains both transmittal and delivery of documents to the noted address, and that the submission contain a method of ascertaining date sent to legal counsel, and date received by legal counsels office.

3. Restrictions on Nominations from Regions, States and Counties

The USHCC is divided into six representative Regions. The Board is comprised of twenty-four directors, four each from the six Regions. To ensure that all Regions are fairly and equally represented, and that each community within each region is also given fair opportunity for representation, nomination of candidates for the Board is closely regulated by the by-laws and is subject to the following restrictions:

- a. No more than one (1) candidate may be elected per city or county.
- b. No more than two (2) candidates may be elected from any one state.
- c. Should the restrictions established by Sections (a) and (b) above prevent a Region at any given election from having four Board members due to a lack of other nominees, then the restrictions shall be suspended and the nominees from the common city, county or state shall be eligible to be elected in order to allow the Region to have its four Board members. Therefore, all nominees are strongly encouraged to submit applications for candidacy even where it appears that their election might violate Section (a) or (b), as these Sections may be waived as described above.

4. Appeals

If a candidate is disqualified as not meeting these criteria, he/she must appeal in writing within ten (10) days after written notification and submit the appeal to the address set forth in 2 by certified mail, return receipt requested.

United States Hispanic Chamber of Commerce ("USHCC"):	
Nominee Certification	
I,, a nominee seeking to be a	n eligible candidate for election to the USHCC Board of Directors, do
hereby swear and assert that:	
1. I am Hispanic and a 51% or greater owner in	, a Hispanic-owned business (the "Business"), and I am
the [CEO/President] of the Business.	
2. My primary employment is with the Business.	
3. I have attached hereto true and correct documentation of my	position as owner and [CEO/President] of the Business.
4. I am not a paid employee of the USHCC or any local or state H	lispanic chamber or trade association affiliated with the USHCC.
5. I am not a paid employee (excluding expense reimbursements	s) or elected/appointed officeholder of any local, state, federal or territoria
government agency.	
6. I am a member of the Local/ State Chamber of:	
7. I have not been convicted of any felony.	
8. Should I be elected to the Board, I am willing to contribute ad	equate time and financial resources to attend meetings, conventions and
special events, to assume all responsibilities of members of the B	Board, and to follow all rules, requirements and provisions of the USHCC
by-laws and articles of incorporation.	
9. Should I be elected to the Board and at any time thereafter be	e elected Chairperson of the USHCC, I will immediately resign as a board
member or officer of my local and/or state Hispanic Chamber(s)	or Trade Association.
, , , , , , , , , , , , , , , , , , , ,	
Signature	
Print Name:	
·	
Date:	
Address:	
Rucinece Telephone No.	

H02060

Home Telephone No. ___

E-Mail United States Hispanic Chamber of Commerce ("USHCC"):	
United States Hispanic Chamber of Commerce ("USHCC"):	
Hispanic Chamber or Trade Association President or Director Certification I,	eking to be
 The Nominee is a dues paying active member in "good standing" of the Chamber; The Nominee has served as an officer or board member of the Chamber; and My Chamber is a 2006 Voting Member of the USHCC. 	
Local or State Chamber or Trade Association Name:(the "Chamber")	
Signature Print Name:	

United States Hispanic Chamber of Commerce (≥USHCC≤) Memorandum

TO: Local and State Hispanic Chambers and/or Trade Associations (≥Chamber≤)

RE: Requirements and Criteria to be a Voting Member (Good Standing)

A. Required Information for Chambers Renewing Voting Member Status

In order to renew their >Voting Members status, Chambers must have submitted the following items to the USHCC postmarked no later than Friday, June 30, 2006. Note that items A1, A2 & A4 may be electronically filed if done so by June 15, 2006.

An up-to-date membership directory on CD or diskette. The directory must be in an MS Excel or Access format and the following
fields are required in the following order for each member: company name, representativens full name, title, company
address, phone, fax, e-mail, business category, business size (# of employees) and a designation stating whether
the business is 51% Hispanic owned.

For a recognized USHCC state Chamber, an up-to-date listing on CD or diskette of local chambers which are members of the state Chamber must be provided in required format.

For instructions and or assistance to export membership directory information data into a required submission form, please contact the USHCC membership services department by **June 15**, **2006**.

If more than 10% of the directory is not verifiable and/or accurate due to ≥bad faith≤, this requirement is not met. The CD or diskette must be labeled with the name of the Chamber, State, Year (2006) and number of records saved. The local or state Chamberns Board of Director must be a separate list; it could be in the same file but in a different spreadsheet.

- 2. A completed copy of the USHCC Hispanic Chamber or Trade Association Profile (see attached form).
- 3. Payment of USHCC membership dues for the period 2006-2007 year which must be paid by June 30, 2006;
- 4. The name of a contact person from the Chamber and such personns address, telephone number, facsimile number and e-mail address:
- 5. Meet Article II, Section 1 Bylaw Eligibility, and have a good faith interest in the objectives of the USHCC; and
- 6. SEE D1 and D2.

B. Required Information for New Chambers or Chambers Which Were Not Voting Members in the Previous Year Chambers seeking to obtain ≥Voting Members status for the first time, or that were not Voting Members in the previous year, must submit the following items to the USHCC postmarked no later than June 30, 2006

- A copy of their Articles of Incorporation, Articles of Organization or other organizing documents filed with a state or local government office;
- An up-to-date membership directory on CD or diskette. The directory must be in an MS Excel or Access format and the following
 fields are required: full name, company name, address, phone, fax, e-mail, business category, business size and percent of
 Hispanic owned.. For a state Chamber, an up-to-date listing on CD or diskette of local chambers which are members of the state
 Chamber.

If more than 10% of the directory is not verifiable and/or accurate due to ≥bad faith≤, this requirement is not met.

The CD or diskette must be labeled with the name of the Chamber, State, Year (2006) and number of records saved.

The local or state Chamberns Board of Director must be a separate list; it could be in the same file but in a different spreadsheet.

3. A copy of the minutes of the most recent general meeting at which officers and board members were elected;

United States Hispanic Chamber of Commerce (≥USHCC≤)

- 4. A copy of newsletter(s), press clippings, correspondence and or other documents or items which reflect current Chamber activities:
- 5. A completed copy of the USHCC Hispanic Chamber or Trade Association Profile (see attached form);
- 6. USHCC membership dues paid prior to June 30, 2006; and
- 7. The name of a contact person and such personns address, telephone number, facsimile number and e-mail address;
- 8. See Article II, Section 1 Bylaw Eligibility, and have a good faith interest in the objectives of the USHCC; and
- SEE D1 and D2.

C. Submission of Information

Submission of the above items must be made to the USHCC by certified mail, return receipt requested, postmarked no later than Friday, JUNE 30, 2006, at the address below:

United States Hispanic Chamber of Commerce

ATTN: Leo Lainez Jr, Membership Services Coordinator

2175 K Street, NW, Suite 100

Washington, D.C. 20037

Chambers Renewing Voting Member Status can submit items A1, A2 & A4 electronically if filed by June 15, 2006, to:

ATTN: Leo Lainez Jr, Membership Services Coordinator

D. General Information

- 1. A ≥Hispanic Trade Association≤ must have at least 51% Hispanic membership and a clear statement in their Mission Statement or Bylaws that clearly delineates its objective to enhance opportunities for Hispanic owned businesses, a copy of which should be submitted prior to June 30, 2006, to enhance Hispanic owned businesses.
- 2. A ≥Statewide Chamber≤ must have at least: (1) Five (5) USHCC 2006 Voting Members and (2) 51% of 2006 Voting Members of the USHCC who are located in their state must be members of the Statewide Chamber. See D3 for definition of ≥Statewide Chamber.≤
- 3. A ≥Statewide Chambers is defined as a chamber whose members are primarily local Hispanic Chambers of Commerce which are located in the same State. A State chamber that does not qualify as a ≥Statewide Chamber≤ shall be treated under all criteria as a local Hispanic chamber.
- 4. If you have complied with all the criteria to be a Voting Member, you will receive a ≥Voting Member 2006≤ certificate prior to July 18, 2006.
- 5. If a Chamber is denied ≥Voting Membership≤, it must file its appeal in writing, including specific reasons why ≥Voting Member≤ status should be given in the manner set forth in C on or before August 1, 2006.
- 6. An independent auditing firm and USHCC legal counsel, and or a panel selected from corporate officers and/or directors of our Senior Executive Corporate Advisory Board and Corporate Partners, will review these procedures to assure best practices.
- Facsimile or e-mail submissions WILL NOT be accepted.
- 8. SEE USHCC.COM (WEB SITE) FOR FORMS AND INFORMATION

H02063

Note: In Past years ≥Good Standings was equivalent to ≥Voting Members.

UNITED STATES HISPANIC CHAMBER OF COMMERCE

LOCAL HISPANIC CHAMBER/TRADE ASSOCIATION PROFILE

Name of Chamber/Association	
Address	
	itate Zip Code
Phone Number	Fax Number
E-mail address:	Website:
Current member of the USHCC?	Yes No
Year Chamber/Association was founded	ed Election month
Current Chairperson, President or Exe	ecutive Director
Current President or Executive Director	or (Paid Staff)
	·
Officer's Name/Title	Address Phone Number/E-Mail

Number of members in your Chamber	r/Association
	r/Associations (Metro, State, etc.)
Other Chamber/Association Affiliation	
Other Chamber/Association Affiliation	s (Metro, State, etc.)
Other Chamber/Association Affiliation	S (Metro, State, etc.)
Other Chamber/Association Affiliation ACTIVITIES OF YOUR CHAMBER/A Installation Dinner	S (Metro, State, etc.) ASSOCIATION (CHECK ALL THAT APPLY) Membership Directory/Newsletter
Other Chamber/Association Affiliation ACTIVITIES OF YOUR CHAMBER/A Installation Dinner Workshops/Seminars	ASSOCIATION (CHECK ALL THAT APPLY) Membership Directory/Newsletter Meal Functions (Dinner, Lunches, etc.)

United States Hispanic Chamber of Commerce ("USHCC") Memorandum

TO: Local and State Hispanic Chambers and/or Trade Associations ("Chamber")

RE: Requirements and Criteria for National Convention Delegates

The USHCC is divided into six representative regions. Each Chamber is assigned to a region for voting and electing the National USHCC Board of Directors (the "Board"). Each Chamber votes through its qualified Delegates.

1. Qualifying for Delegates

A Chamber may be represented by Voting Delegates at the National Convention only if it is a 2006 Voting Member" with the USHCC. Such determination will be made based on the application for 2006 Voting Member submitted by each individual Chamber. Information on such application will be sent to all Chambers of record with the USHCC, or to those that submit a request.

2. Number of Delegates

a. Except for "Statewide Chambers," each 2006 Voting Member will be entitled to representation by Voting Delegates based upon the number of its current dues paying members. Voting Delegates will be assigned as follows:

175 or more Members 0 Voting Delegates	10 Voting Delegates
150-174 Members	9 Voting Delegates
125-149 Members	8 Voting Delegates
100-124 Members	7 Voting Delegates
75-99 Members	6 Voting Delegates
50-74 Members	5 Voting Delegates
1-49 Members	0 Voting Delegates

b. A "Statewide Chamber" may be represented by not more than five (5) Voting Delegates. For definition of "Statewide Chamber," see D3 of Criteria to be a Voting Member. Also, the only persons eligible to be delegates (or alternates) for a "Statewide Chamber" are: (i) its officers, excluding paid staff; (ii) its president or executive director, even if paid staff; and (iii) members of one of its chambers which is a 2006 Voting Member.

3. Delegate Requirements

To be eligible to be a Voting Delegate, an individual must be (1) a dues paying member of the Chamber who is not a paid staff member of the Chamber or (2) the chief day to day operator of the Chamber (president or executive director). All Voting Delegates must be listed on the roster of Voting Delegates submitted by the president of the Chamber (form attached hereto). The primary place of employment of all Voting Delegates must be located in the same State as the local or State Chamber for which the Voting Delegate will cast a vote. The president of each Chamber submitting Voting Delegate rosters must attest that the Voting Delegates listed are dues paying members of his or her Chamber, and that each Voting Delegate's primary place of employment is located in the State in which the president's Chamber is located and must state whether the president or executive director, if any, is going to be the Voting Delegate. Except for former USHCC Chairpersons and current USHCC Board members, all Voting Delegates must be fully-paid registrants or have an authorized trade-out registration for the Convention. Spouses and/or family members of former USHCC Chairpersons and current USHCC Board members must be fully paid registrants to vote. The deadline to pay the full registration for Voting Delegates will be the day before the elections. No payment will be accepted the same day of the elections, for logistics reasons. All Delegates must be present at voting meetings. NO PROXY VOTES WILL BE ALLOWED. Upon entering a voting meeting, all Voting Delegates will be asked to present a photo identification. NO VIDEO OR AUDIO RECORDING DEVICES SHALL BE ALLOWED IN THE VOTING MEETING. Delegates which: 1) are not listed on the attested delegate roster; 2) do not have photo identification; or 3) are not properly registered, will not be allowed to vote or enter the meeting. If a Chamber is the local or State Chamber of a current member of the Board, such Board member must be listed as a Voting Delegate on the Voting Delegate roster in order to vote. USHCC Directors not listed on a Voting Delegate roster will not be permitted to cast a vote. Any and all Voting Delegates shall only be allowed one vote; i.e., such Voting Delegates will not be allowed to cast a vote on behalf of both his or her local Chamber and his or her State Chamber. The Chamber which provides a roster listing a Voting Delegate first-in-time shall have the primary right to representation by such Voting Delegate.

4. Alternate Delegates

Each local Chamber may select a maximum of five (5) alternate delegates. Each Statewide Chamber may select a maximum of three (3) alternate delegates. An alternate delegate will only be allowed to vote if a Voting Delegate is not present at the election meetings and the Alternate meets the qualifications of section 3. After a call to all Voting Delegates to enter the voting meeting is made and a Voting Delegate is determined missing, an alternate delegate shall be allowed to enter the voting meeting. Should a Chamber need to use an alternate delegate in the place of a Voting Delegate, the alternate will be chosen in the order in which they are listed on the alternate soster, from top to bottom. Once an alternate delegate has replaced a Voting Delegate by presenting his or her identification and entering the election meeting room, the Voting Delegate being replaced is entirely prohibited from casting any vote or entering the voting meeting.

New Page 1 Page 2 of 2

The president of each Chamber submitting an alternate roster must attest that the alternate delegates listed are members of his or her Chamber, and that each alternate delegate's primary place of employment and/or primary business office is located in the State in which the president's Chamber is located. Alternate delegates which: 1) are not listed on the attested alternate roster; 2) do not have photo identification; or 3) are not properly registered, will not be allowed to vote. A Chamber may list a member of the USHCC Board as an alternate delegate. However, inclusion on an alternate roster will only permit a member of the Board to vote if he or she replaces a Voting Delegate. The rule against multiple votes for a member of the Board delineated above in Section 3 applies to alternates as well. The rule against staff members being a Voting Delegate, except for either the president or executive director, applies to alternates as well.

5. Submission Dates

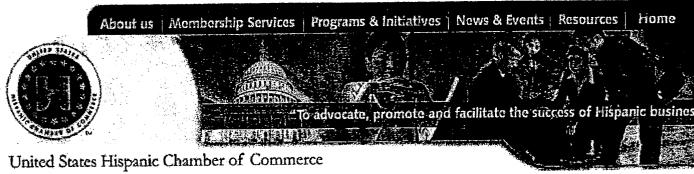
a. The submission of the Voting Delegate roster must be submitted to the USHCC by certified mail, return receipt requested, POSTMARKED NO LATER THAN AUGUST 15, 2006, at the address stated at the end of this Section.

b. The submission of the alternate Delegate roster must be submitted to the USHCC by certified mail, return receipt requested, POSTMARKED NO LATER THAN August 30, 2006, at the address stated the end of this Section.

United States Hispanic Chamber of Commerce ATTN: Leo Lainez Jr, Membership Services Coordinator 2175 K Street, N.W., Suite 100 Washington, D.C. 20037

FACSIMILE AND E-MAIL SUBMISSIONS WILL NOT BE ACCEPTED.

TO GIVE THE MAXIMUM EXPOSURE TO OWNERS OF HISPANIC BUSINESSES, IT IS ENCOURAGED THAT DELEGATES BE HISPANIC BUSINESS OWNERS WHENEVER POSSIBLE.



Locate a Chamber



CONTACT US

IIII CALENDAR OF EVENTS

MAP OF THE SITE

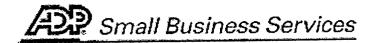
CORPORATE PARTNERS



better work, better life

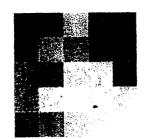
There's opportunity here





AIG Small Business'





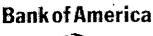
Altria



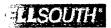




AVAYA

















X cingular raising the bar







DACEO

E<u></u> <u>X</u>onMobil

























Built on GE Heritage













MGMOMIRAGE

MorganStanley











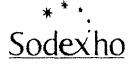




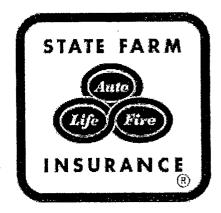


Procter&Gamble















W. Washington Mutual

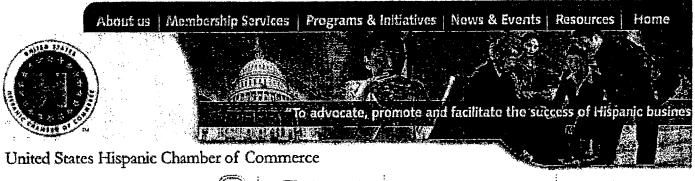


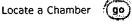
TimeWarner

#UNITED
It's time to fly."







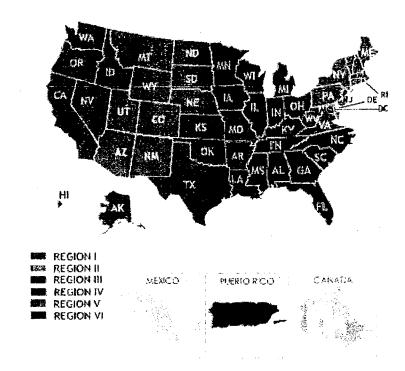


CONTACT US

III CALENDAR OF EVENTS

MAP OF THE SITE

LOCATE A CHAMBER



Chamber Directory

To get more info about the CHAMBERS click on the map

California

The Bolivian-American Chamber of Commerce

P.O. Box 56104

San Jose, CA 95156-6104 Phone: (408) 272-2494 Fax: (408) 272-2494 AMH 1

Hispanic Chamber of Commerce of Contra Costa County

PO Box 23964

Pleasant Hill, CA 94523 Phone: (925) 281-2623

Fax: (925) 937-0150

info@hsc.org www.h5c.org

The National Association of Hispanic Real Estate Professionals

404 Camino De Rio South Suite 602

San Diego, CA 92108 Phone: (619) 686-4050

Fax: (619) 297-3229 moe@hahrep.org

San Francisco Hispanic Chamber of Commerce

703 Market St. #611 San Francisco, CA 94103 Phone: (415) 278-9611 Fax: (415) 861-2606

info@sfhcc.com

Camara De Comercio Agrupacion De Comerciantes Y Profesionales

696 E. Sants Clara St. Suite 106 San Jose, CA 95112

Phone: (408) 283-0205

Ontario Hispanic Chamber of

Commerce 214 S. Euclid Ave

Ontario, CA 91762 Phone:(909) 988-1257 Fax: (909) 983-8801

Twentieth and Central Avenue of Association of Merchants

1245 W. 20th St. Los Angeles, CA 90011 Phone: (213) 749-8834 Fax: (213) 487-1164 Eloisat@sbcglobal.net

Alameda Merchants Association 2757 W. 8th St. Los Angeles, CA 90005

Phone: (213) 380-7855

New Page 1

Fax: (213) 487-1164 mivela@sbcglobal.net

Pajaro Valley Chamber of Commerce PO Box 1748

Watsonville, CA 95077 Phone: (831) 724-3900 Fax: (831) 728-5300

Inland Empire Hispanic Chamber of Commerce

255 North 'D' St Suite 407 San Bernandino, CA 92401 Phone: (909) 888-2188 Fax: (909) 888-1151 members@iehcc.org

Hispanic Chamber of Commerce of Orange County

2323 N. Broadway Suite 305 Santa Ana, CA 92706-1640 Phone: (714) 953-4289 Fax: (714) 953-0273 mail@hcoc.org

Hispanic Chamber of Commerce of Contra Costa County

Po Box 23964 Pleasant Hill, CA 94523 Phone: (925) 281-2623 Fax: (925) 281-2623 info@h5c.org

Camara De Comercio Agrupacion De Comerciantes Y Profesionales

San Jose, CA 95112 Phone: (408) 283 0205 Fax: (408) 283 9897

Greater Corona Hispanic Chamber of Commerce

119 E. 4th Street Corona, CA 92879-1406 Phone: (909) 371-0955 Fax: (909) 737-5668 gbeloz@aol.com

San Diego County HC of Commerce

1250 Sixth Avenue Suite 550 San Diego, CA 92101 Shone: (619) 702-0790 Fax: (619) 696-3282 findacm@sdchcc.com

Regional Hispanic Chamber of Commerce

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New Page 1

55 E. Ocean Blvd.Suite 638 Long Beach, CA 90802

Mailing Address

P.O. Box 32474 Long Beach, CA 90802-2474

Phone: (562) 590-7302 Fax: (562) 983-7244 RegHispaniccc@verizon.net www.regionalhispaniccc.org

California Hispanic Chambers of Commerce

770 L Street Suite 900 Sacramento, CA 95814 Phone: (916) 444-2221 Fax: (916) 669-2870 staff@cahcc.com

Latino Engineers, Architects and **Developers Society**

1910 West Sunset Blvd. Suite 810 Los Angeles, CA 90026 Phone: (213) 353-9438 Fax: (213) 353-9735

hector@ecmcorporation.com

Gold Coast Hispanic Chamber of Commerce

445 S. B Street Oxnard, CA 93030 Phone: (805) 487-1400 Fax: (805) 487-1406 gusramirez@verizon.net

www.goaldcoasthispanicchamber.com

Latin Business Association

120 S. San Pedro St. Suite 530 Los Angeles, CA 90012 Phone: (213) 628-8510 Fax: (213) 628-8509 administration@lbausa.com

www.lbausa.com

Greater San Jose Hispanic Chamber of Commerce Entrepreneur Center 84 W. Santa Clara St., Suite 100 San Jose, CA 95113 Phone: (408) 494-0296

Fax: (408) 494-0291 president@gsjhcc.org

Camara De Comercio De Marin

P.O Box 3359

San Rafael, CA 94912 Phone: (415) 456-9379 Fax: (415) 507-2101

yojcg@msn.com

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Kern County Hispanic Chamber of Commerce

1401 19th St. Suite 110 Bakersfield, CA 93301 Phone: (661) 633-5495 Fax: (661) 633-5499 adominguez@kchcc.org

Tulare Kings Hispanic Chamber of Commerce

711 N. Court St. Suite C Visalia, CA 93291 Phone: (559) 734-6020 Fax: (559) 734-6021 dan.herrera@icp-usa.com www.tkhcc.com

Hispanic Chamber of Commerce Silicon Valley

696 East Santa Clara St. Suite 106 San Jose, CA 95112
Phone: (408) 213-0320
Fax: (408) 213-0329
info@hccsv.com
www.hccsv.org

Coachella Valley Mexican-American Chamber of Commerce

81957 Hwy. 111 Indio, CA 92201 Phone: (760) 347-9402 Fax: (760) 406-4288

Central California Hispanic Chamber of Commerce

2331 Fresno Street Ste. 114
Fresno, CA 93721
Phone: (559) 495-4817
Fax: (559) 495-4811
directorlorena@cchcc.net
www.cchcc.net

Stockton San Joaquin County Mexican American Chamber of Commerce 343 East Main Street #806 Stockton, CA 95202 Phone: (209) 943-6117

Fax: (209) 943-0114 mmartinez@ssjmacc.org

hccsolnapa@aol.com

Hispanic Chamber of Commerce Solano/Napa County P.O. Box 3400 Vallejo, CA 94590 Phone: (707) 643-5037 Fax: (707) 557-9844

Los Angeles Metropolitan Hispanic Chambers of Commerce 3333 Wilshire Blvd. Ste. 607

Los Angeles, CA 90010 Phone: (213) 739-7016 Fax: (213) 389-5775 hmerida@lahispanicc.org

Sacramento Hispanic Chamber of Commerce

2848 Arden Way Suite 230 Sacramento,

CA 95825

Phone: (916) 486-7700 Fax: (916) 486-7728 diana@sachcc.org www.sachcc.org

San Mateo County Hispanic Chamber of Commerce

475 El Camino Real Suite 100 A Millbrae, CA 94030 Phone: (650) 839-1369 Fax: (650) 839-1369 elizabeth quiros@smchcc.org

www.smchcc.org

Hispanic Chamber of Commerce of Sonoma County

P.O. Box 11392 Santa Rosa, CA 95406 Phone: (707) 577-7129 Fax: (707) 577-7075

execdirectorhccsc@hotmail.com

Hispanic Chamber of Commerce of the City and County of Merced

1640 N. St. Suite 220 Merced, CA 95340 Phone: (209) 384-9537 Fax: (209) 723-5051 info@mercedhcc.com

Fresno Area Hispanic Chamber of Commerce

1456 W. Shaw Avenue Fresno, CA 93711 Phone: (559) 222-8705 Fax: (559) 222-8706 info@fahcc.org

Santa Barbara Hispanic Chamber of Commerce

P.O. Box 6592 Santa Barbara, CA 93160 Phone: (800) 790-8969 Fax: (888) 560-1686 alex@dcgco.com

Peruvian Chamber of Commerce of California

700 Flower St. Los Angeles, CA 90017 Phone: (213) 386-7378 Fax: (818) 365-8947

Hispanic Business Alliance 410 E. California St. Ontario, CA 91761 Phone: (909) 933-3666

Fax: (909) 933-3777 thesungroup@hotmail.com

Hispanic Chamber of Commerce Alameda County

1840 Embarcadero Suite 101 Oakland, CA 94606 Phone: (510) 536-4477 Fax: (510) 536-4320 info@hccac.com

Salvadoran American Chamber of Commerce (SACC) 870 Market Street Suite 512 San Leandro, CA 94577 info@saccusa.org

Hispanic Chamber of Commerce of Marin P.O. Box 4423 San Rafael, CA 94913 Phone: (415) 721-9686 Fax:(415) 454-0102 Cecilia_zamora@hccm.net

Oregon

Hispanic Metropolitan Chamber P.O. Box 1837 Portland, OR 97207 Phone: (503) 222-0280 Fax: (503) 243-5597 hmcc@gwest.net www.hmccoregon.com

The Hispanic Chamber of Commerce of the Rogue Valley 2311 Voorhies Road Medford OR 97501 Phone: (541) 535-6277 Fax: (541) 535-6277

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Nevada

Latin Chamber of Commerce of Nevada, Inc. (Las Vegas Latin Chamber of Commerce) 300 N. 13th Street Las Vegas, NV 89101 Phone:(702) 385-7367 Fax: (702) 385-2614

otto@lvlcc.com www.lvlcc.com

Latin Chamber of Commerce Northern Nevada 50 W. Liberty St. Ste. 100 Reno, NV 89501 Phone:(775) 337-8777 Fax: (775) 337-8809 j4hermanos@sbcglobal.net

Hispanic Chamber of Commerce of Northern Nevada P.O. Box 7458 Reno, NV 89510 Phone: (775) 786-4100 Fax: (775) 786-4112 ewagner@hccnn.org www.hccnn.org

Idaho

Hispanic Business Association 315 Stampede Drive Narnpa, ID 83687 Phone: (208) 463-4226 Fax: (208) 442-6801 info@hbaonline.org

Washington

Tri-Cities Hispanic Chamber of Commerce

118 N. 5th Avenue Pasco, WA 99301 Phone: (509) 542-0933 Fax: (509) 543-9935 lavoz@bmi.net

Washington State Hispanic Chamber of Commerce

P.O. Box 21925 Seattle, WA 98111-3925 Phone: (206) 441-8894 information@wshcc.com

The Greater Othello Chamber of Commerce

P.O Box 2813 Othello, WA 99344 Phone: (509) 488-2683 Fax: (509) 488-3123

manager@othellochamber.com

Hispanic Chamber of Commerce of Yakima County

P.O. Box 11146 (24 S. 3rd Ave. WA 98902)

Yakima, WA 98909 Phone: (509) 453-2050 Fax: (509) 453-5165

redr@charter.net

www.yakimahispanicchamber.com

Hispanic Chamber of Commerce of Greater Yakima

P.O. Box 2712 Yakima, WA 98907 Phone: (509) 248-5123

Hawaii

Hawaii Hispanic Chamber of Commerce P.O. Box 235263 Honolulu, HI 96823 Phone: (808) 545-4344 Fax: (808) 521-1496 hhcc1992@yahoo.com

Wyoming

Wyoming Hispanic Chamber of Commerce 505 E. 5th St. Cheyenne, WY 82007 Phone: (307) 222-4976 bluemary2005@yahoo.com www.wyhcc.org

New Page 1

Utah

Ogden Area Hispanic Chamber of Commerce 2444 Washington Blvd., Suite 202 Ogden, UT 84401 Phone: (801) 629-8811 Fax: (801) 392-0604 joereyna@yahoo.com

Latin-American Chamber of Commerce 4609 S. 2300 East Ste. 103 Holladay, UT 84117 Phone: (801) 278-3015 Fax: (801) 278-9931 latin_americancc@comcast.net

Utah Hispanic Chamber of Commerce 1635 S. Redwood Rd. Salt Lake City, UT 84104 Phone: (801) 532-3308 Fax: (801) 532-3309 clinares@utahhcc.com

Arizona

Arizona Hispanic Chamber of Commerce

255 E. Osborn Rd. Suite 201

Phoenix, AZ 85012 Phone: (602) 279-1800 Fax: (602) 279-8900 info@azhcc.com

harryg@azhcc.com

Border Trade Alliance

111 West Monroe Suite 510 Phoenix, AZ 85003 Phone: (602) 266-7427 Fax: (602) 266-9826 mlo@thebta.org

Greater Phoenix Chamber of

Commerce

201 N. Central Avenue, 27th Floor Phoenix, AZ 85004 Phone: (602) 495-6486 Fax: (602) 495-8913 sbanks@phoenixchamber.com

Hispanic Trade Alliance

PO Box 1704
Benson, AZ 85602
Phone: (520) 720-8017
eduardoalberto1@aol.com
www.hispanictradealliance.com

Tucson Hispanic Chamber of Commerce

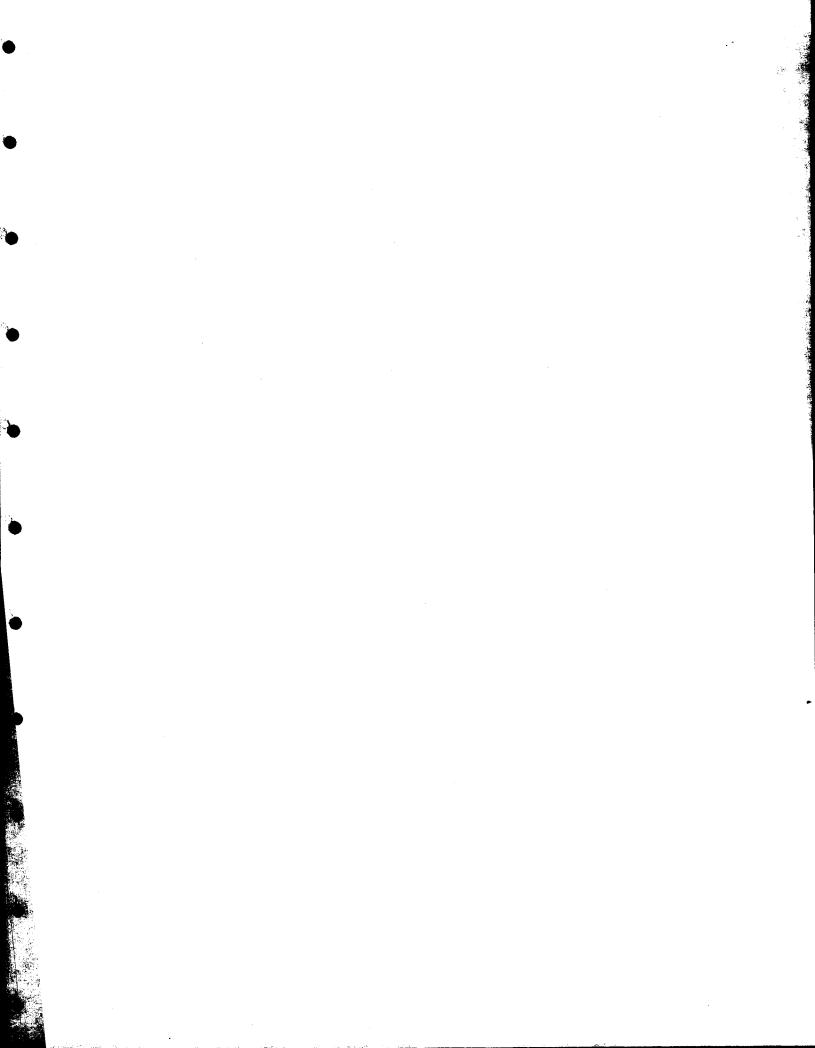
823 East Speedway Blvd.

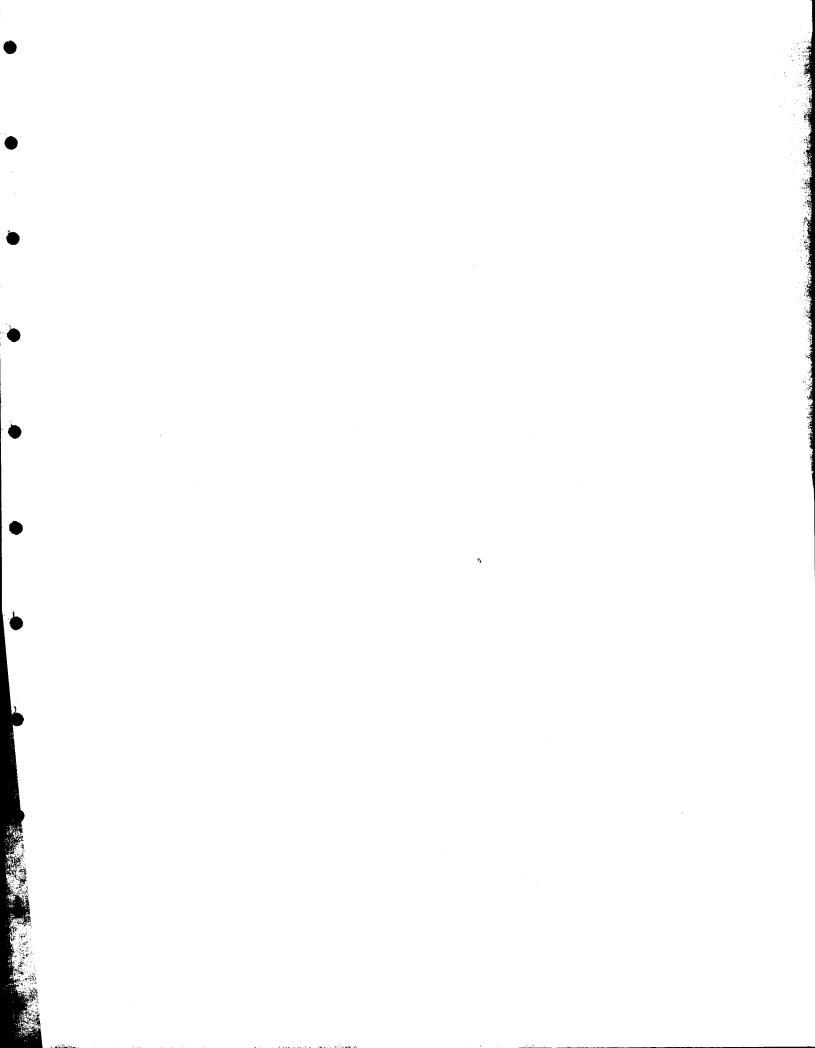
Tucson, AZ 85719 Phone: (520) 620-0005 Fax: (520) 620-9685

president@hispanicchambertucson.org

Nogales Chamber of Commerce

123 W. Kino Park Place Nogales, AZ 85621 Phone: (520) 287-3685 Fax: (520) 287-3688 info@nogaleschamber.com





Nebraska

Cámara de Comercio Hispana de Nebraska 4827 S. 24th St. Omaha, NE 68107 Phone: (402) 952-5917 www.cchnebraska.org

Colorado

Hispanic Contractors of Colorado

1114 W 7th Avenue

Suite 210

Denver, CO 80204 Phone: (303) 893-3893 Fax: (303) 893-2877 hcocolorado@qwest.net

Colorado Association of Hispanic Real Estate Professionals

3480 W. 38th Avenue Denver, CO 80211 Phone: (303) 458-1345 Fax: (303) 458-0757 svigil@cahrep.com

Latino Chamber of Commerce of Pueblo

215 South Victoria Ave. Pueblo, CO 81003

Phone: (719) 542-5513 Fax: (719) 542-4657

sandy@pueblolatinochamber.com

Denver Hispanic Chamber of Commerce

924 West Colfax Ave. Denver, CO, 80204 Phone: (303) 534-7783 Fax: (303) 595-8977 icampos@dhcc.com www.dhcc.com

Hispanic Chamber of Commerce of Colorado Springs

912 N. Circle Dr. Ste. 203 Colorado Springs, CO 80909 Phone: (719) 635-5001 Fax: (719) 635-6311 infodesk@coshcc.com

New Mexico

New Mexico 8(a) & Minority Business Association 718 Central Ave. SW Albuquerque, NM 87102

Phone: (505) 843-7114 Fax: (505) 242-2030 info@nedainc.net

Raton Colfax County Hispano Chamber of Commerce

100 S. 1st St. Raton, NM 87740 Phone: (505) 445-8242 Fax: (505) 445-8242 rcchcc@hotmail.com

New Mexico Hispanic Chamber of Commerce

1309 4th Street, SW Albuquerque, NM 87102 Phone: (505) 842-9003 Fax: (505) 764-9664 alex@ahcnm.org www.ahcnm.org

Albuquerque Hispano Chamber of

Commerce 1309 4th Street, SW Albuquerque, NM 87102 Phone: (505) 842-9003 Fax: (505) 764-9664 alex@ahcnm.org www.ahcnm.org

Clovis Curry County Hispanic American Chamber of Commerce 1404 North Lea'815 West 14th St. Clovis, NM 88101

Phone: (505) 762-5365 Fax: (505) 769-8236

Roswell Hispano Chamber of Commerce 327 N. Main St. Roswell, NM 88201

Roswell, NM 88201 Phone: (505) 624-0889 Fax: (505) 624-0538 info@roswellhcc.com

Hispano Chamber of Commerce De Las Cruces

P.O. Box 1964 Las Cruces; NM 88004 Phone: (505) 523-2681 Fax: (505) 523-4639

office@lascruceshispanochamber.org

Asociacion De Comerciantes Latinos De Albuquerque
202 Central Ave. SE Suite 102
Albuquerque, NM 87102
Phone: (505)247-9222-480-4155
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Minnesota

Hispanic Chamber of Commerce of Minnesota
3000 N. Second St.
Minneapolis, MN 55304
Phone:(612) 312-1692
Fax: (612) 312-1693
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Iowa

Iowa Hispanic Chamber of Commerce P.O. Box 27052 West DeMoines, IA 50265 Phone: (515) 453-8325 Fax: (515) 727-1677

Wisconsin

Hispanic Business & Professionals Assoc., Inc. 833 Lombard Dr. Racine, WI 53402

Phone: (262) 681-9730 Fax: (262) 681-9730 grendon@wi.net

Hispanic Professionals of Greater Milwaukee

C/O: Merchants & Manufacturers Ban

Corp.

1000 N. Water Street Milwaukee, WI 53202 Phone: (414) 291-7957 Fax: (414) 291-5458

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Hispanic Chamber of Commerce of Wisconsin

816 West National Avenue Milwaukee WI 53204 Phone: (414) 643-6963 Fax: (414) 643-6994 mcameron@hccw.org www.hccw.org

Illinois

Hispanic Business Assoc. of the Cicero Chamber of Commerce 5801 W Cermak Rd, 2nd Floor Cicero, 1L 60804 Phone: (708) 863-6000 Fax: (708) 863 8981 sales@midwaydoor.com

Aurora Hispanic Chamber of Commerce P.O. Box 7111 Aurora, IL 60507 Phone:(630) 264-2422 Fax:(630) 892-8013 zchapa@aol.com

Little Village Chamber of Commerce 3610 West 26th Street, 2nd Floor Chicago, IL 60623 Phone:(773) 521-5387 Fax:(773) 521-5252 mdelavega@lavillitachamber.com

Cermak Road Chamber of Commerce & Industry 2000 West Cermak, 2nd Floor Chicago, IL 60608 Phone: (773) 843-9738 (773) 893-9739 casapuebla@sbcglobal.net

The Hispanic Chamber of Commerce of Northern Ilinois 5483 Cheyenne Drive Rockford, IL 61109 Phone: (815) 873-8581 mariahawley3@yahoo.com.mx

Illinois Hispanic Chamber of Commerce 111 W. Washington St., Suite 1660 Chicago, Illinois 60602 Phone: (312) 425-9500 Fax: (312) 425-9510 info@ihccbusiness.net www.ihccbusiness.net

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Indiana State Hispanic Chamber of Commerce

2511 E. 46th Street Indianapolis, IN 46205 317/547-0200 317/547-0210 mjgm@ishcc.com

Michiana Hispanic Chamber of Commerce

401 East Colfax Ave. Suite 310 South Bend, IN 46634 (574) 289-6846 (574) 289-6873 fthon@ci.south-bend.in.us

Greater Fort Wayne Hispanic Chamber of Commerce 826 Ewing Street Fort Wayne, IN 46802 (260) 422-6697

(260) 426-7372 fwhcmail@fwhispanicchamber.com www.fwhispanicchamber.com

Michigan

Hispanic Automotive Supplier Alliance

22226 Garrison Dearborn, MI 48124 Phone: (313) 565 4700 Fax: (313) 565 7052 lardisana@asgren.com

Michigan Hispanic Business Alliance

1434 Michigan Ave.
Detroit, MI 48216
Phone: (313) 965-6512
Fax: (313) 965-6513
president@hbaweb.org

Michigan Hispanic Chamber of Commerce

24445 Northwestern Highway Suite 206 Southfield, MI 48075 Phone: (248)208-9915 Fax: (248)208-9936 rlozano@mhcc.org www.mhcc.org

Greater Lansing Hispanic Chamber of Commerce

300 E. Michigan Ave., Suite 300 Lansing, MI 48933 Phone: (517) 316-9245 Fax: (517) 485-4476 rtrent@lansingchamber.org

Ohio

Hispanic Chamber of Commerce of Greater Columbus, Inc.

1601 W. 5th Avenue # 126 Columbus, OH 43212 Phone: (614) 737-8793 Fax: (614) 449-9421

humbertogonzalez@wasserstrom.com

Ohio Hispanic Chambers of Commerce

8000 Ravine's Edge Court Columbus, OH 43235 Phone: (614) 431-1500 Fax: (614) 431-3885

Hispanic Chamber of Commerce of Greater Cincinnati

3805 Edwards Road Suite 544 Cincinnati, OH 45209-1948 Phone: (513) 458-6649 Fax: (513) 458-6610 president@hispanicccgc.com

Greater Dayton Hispanic Chamber of Commerce

1 Chamber Plaza Fifth and Main Streets Dayton, OH 45402-2400 Phone: (937) 226-8209 Fax: (937) 836-9974 Igriancho@woh.rr.com

HBA/ Hispanic Chamber of Commerce for Ohio

4115 Bridge Avenue, Suite 107 Cleveland, OH 44113 Phone: (216) 281-4422 Fax: (216) 281-4222

aguzman@hbahcco.org; hba@hbahcco.org

Kansas

Wichita Hispanic Chamber of Commerce 1150 N. Broadway, Suite #700 Wichita, KS 67214 Phone: (316) 265-6334 Fax: (316) 264-9965 whcociluna@yahoo.com

Oklahoma

Greater Tulsa Hispanic Chamber of Commerce

Bank of America Building 10802 East 31st Street, Suite A Tulsa OK 74147 Phone: (918) 664-5326

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tgokchcoc@aol.com

admin@tulsahispanicchamber.com

Greater Oklahoma City Hispanic Chamber of Commerce 4316 S. Walker Oklahoma City OK 73109 Phone: (405) 616-5031 Fax: (405) 616-0600

Texas

Golden Triangle Hispanic Chamber

3046 Procter Street Suite A Port Arthur, TX 77642 Phone: (409) 983-1169 Fax: (409) 983-2329 Inf@athcc.org

Mexican American Network of Odessa, Inc.
1609 W. 10th Street
Odessa, TX 79763

Phone: (915) 335-0250 Fax: (915) 337-6266 mano@manochamber.org

Arlington Hispanic Chamber of

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301 South Center St. Suite 400 Arlington, TX 76010 Phone: (469) 688-7636 Fax: (817) 795-9499 office@hispanic-chamber.org

Caldwell County Hispanic Chamber of Commerce

117 Walnut St. PO Box 147 Lockhart, TX 78644 Phone: (512) 308-9600 Fax: (512) 398 9607

Corpus Christi Hispanic Chamber of Commerce

615 Upper N. Broadway Suite 410, P.O. Box 5523 Corpus Christi, TX 78477 Phone: (361) 887-7408 Fax: (361) 888-9473

jcisneros@cchispanicchamber.org www.cchispanicchamber.org

Houston Hispanic Chamber of Commerce 2900 Woodridge Drive, Suite 312

Houston, TX 77087 Phone: (713) 644-7070 Fax: (713) 644-7377

info@houstonhispanicchamber.com

Harlingen Hispanic Chamber of

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www.harlingenchamber.com

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Fax: (956) 364-1879 hhcoc@sbcglobal.net

Greater Austin Hispanic Chamber of Commerce

3000 S. IH-35 Austin, TX 78702

Phone: (512) 476-7502 Fax: (512) 476-6417

reception@hispanicaustin.com www.hispanicaustin.com

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3000 South IH 35 Suite 210

Austin, TX 78704 Phone: (512) 444-5727

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701 S. Taylor, Suite L118 Amarillo, TX 79109

Phone: (806) 379-8800 Fax: (806) 376-7873 cacha@cacha.org

Fort Worth Hispanic Chamber of Commerce

1327 N. Main Fort Worth, TX 76106 Phone: (817) 625-5411

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El Paso Hispanic Chamber of

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El Paso, TX 79901 Phone: (915) 566-4066 Fax: (915) 351-0205

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San Antonio Hispanic Chamber of

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318 W. Houston Street Suite 300

San Antonio, TX 78205 Phone: (210) 225-0462 Fax: (210) 225-2485 president@sahcc.org

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Centex Hispanic Chamber of Commerce 915 Lasalle Ave.

Waco, TX 76706 Phone: (254) 754-7111

Fax: (254) 754-3456

info@wacohispanicchamber.com

McAllen Hispanic Chamber of Commerce

P.O. Box 721025 McAllen, TX 78504 Phone: (956) 928-0060 Fax: (956) 928-0073 cynthia@mhcc.net www.mhcc.net

Midland Hispanic Chamber of Commerce

208 S. Marienfeld Street Midland, TX 79701 Phone: (432) 682-2960 Fax: (432) 687-3972 bo@midlandhcc.com

Denton Hispanic Chamber of Commerce

P.O. Box 2536
Denton, TX 76202
Phone: (940) 565-1919
Fax: (940) 565-1917
dentonhcoc@hotmail.com

Greater Dallas Hispanic Chamber of Commerce

4622 Maple Ave Suite 207 Dallas, TX 75219 Phone: (214) 521-6007 Fax: (214) 520-1687 crojas@gdhcc.com

Missouri

Hispanic Chamber of Commerce of Metropolitan St. Louis P.O. Box 78386 St. Louis, MO 63178

St. Louis, MO 63178 Phone: (314) 771-4788 Fax: (314) 771-4790 hccstlmo@sbcglobal.net

Hispanic Chamber of Commerce of Greater Kansas City 1600 Baltimore Avenue Suite 250 Kansas City, MO 64108 Phone: (816) 472-6767

Phone: (816) 472-676 Fax: (816) 472-1252 cgomez@hccgkc.com www.hccgkc.com

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Arkansas Hispanic Chamber of Commerce 401 West Capitol # 700 Little Rock, AR 72201 Phone: (501) 580-5940 Fax: (501) 376-137

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Hispanic Chamber of Commerce of Louisiana
P.O. Box 5985
Metairie, LA 70009
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info@hccl.biz;
gnadas@cox.net
www.hccl.biz

Tennessee

Hispanic Chamber of Commerce of East Tennessee

17 Market Square #201 Knoxville, TN 37902-1405 Phone: (865) 246-2628 Fax: (865) 523-2071

Fax: (865) 523-20 rio@secknox.com

Hispanic Business Alliance

7845 U.S. Highway 64 Suite 331 Cordova, TN 38133 Phone: (901) 266-2999 Fax: (901) 379-0825

hba@matcu.com

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P.O. Box 40541 Nashville, TN 37204 Phone: (615) 216-5737 Phone: (615) 582-3757

info@nashvillehispanicchamber.com www.nashvillehispanicchamber.com

Tennessee Hispanic Chamber of Commerce

P.O. Box 331337 Nashville, TN 37203 Phone: (615) 251-3588 Fax: (615) 255-4454 robertchavez@aol.com www.tnhcc.com

Alabama

Alabama Hispanic Chamber of Commerce
1901 Sixth Avenue North, Suite 3120 Birmingham AL
ZIP 35203
Phone (866) 763-3667
Fax (205) 322-2045
moe@southlaw.net
axel@southlaw.net
www.alabamahispanicchamber.com

Georgia

Georgia Hispanic Chamber of Commerce 2801 Buford Highway, Suite 500 Atlanta, GA 30329 Phone: (404) 929-9998 Fax: (404) 929-9908 sqonzalez@qhcc.orq

Florida

Gulf Coast Latin Chamber of Commerce

433 8th Avenue West Palmetto,FL 34221 Phone: (941) 749-1446 Fax: (941) 746-6903 info@latinchamber.org

Hispanic Bus. Initiative Fund of Greater OL, Inc.

315 East Robinson Street, Suite 190 Orlando, FL 32801

Phone: (407) 428-5872 Ext 269

Fax: (407) 428-5873 kpalacios@hbiforl.org

CAMACOL

1417 West Flagler Street Miami, FL 33135 Phone: (305) 642-3870 Fax: (305) 642-0653 info@camacol.org www.camacol.org

Florida State HC of Commerce

3970 RCA Boulevard, Suite 7010 Palm Beach Gardens,FL 33410 Phone: (561) 691-8513 Fax: (561) 694-0126 if fshcc@bellsouth.net

Southwest Florida Hispanic Chamber of Commerce 10051 McGregor Blvd., Suite 204

Fort Myers, FL 33919 Phone: (239) 418-1441 Fax: (239) 418-1475

hispanicchamber.lg@earthlink.net

Hispanic Chamber of Commerce of Palm Beach County

420 Clematis Street, 2nd Floor West Palm Beach, FL 33401 Phone: (561) 832-1986

Fax: (561) 832-1891

info@palmbeachhispanicchamber.com

South Florida Hispanic Chamber of

301 Arthur Godfrey Road, Ste. 304

Miami Beach, FL 33140 Phone: (305) 534-1903 Fax: (305) 534-8365

info@floridahispanicchamber.com www.floridahispanicchamber.com

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Hispanic Business Development Network

7380 Sand Lake Rd., Ste. 500 Orlando, FL 32819

Phone: (407) 352-3980 Info@HBDN.net www.HBDN.net

Naples Hispanic Chamber of Commerce, Inc.

2740 Bayshore Drive Unit 5 Naples, FL 34112 Phone: (239) 774-4291 Fax: (239) 774-9293 NHCC2004@hotmail.com

Hispanic Chamber of Commerce of

Metro Orlando 315 East Robinson Street, Suite 190 Orlando, FL 32801 Phone: (407) 428-5870

Fax: (407) 428-5871

ADA@hispanicchamber.net

www.hispanicchamber.net

Tampa Bay HC of Commerce

1032 W Hillsborough Ave.
Tampa, Fl 33603
Phone: (813)414-9411
Fax: (813) 414-0811
tampahispanic@gmail.com
www.tampahispanicchamber.com

Hialeah Chamber of Commerce & Industries

1840 W. 49th Street Suite 700 Hialeah, FL 33012

Phone: (305) 828-9898 Fax: (305) 828-9777

Colombian American Chamber of Commerce U.S.A.

312 Minorca Avenue Coral Gables, FL 33134 Phone: (305) 446-2542 Fax: (305) 398-0545 usa@colombiachamber.com

North Carolina

North Carolina Hispanic Chamber of Commerce

PO Box 31626 Raleigh, NC 27622-1626 Phone: (919) 782-8764 Fax: (919) 782-8765 Stellacd@nchcc.org www.nchcc.org

Latin American Chamber of Commerce of Charlotte, Inc. P.O. Box 242422

Charlotte, NC 28224 Phone: (704) 343-2525 Fax: (704) 510-7470 info@laccCharlotte.com www.lacccharlotte.org

Virginia

The Association for Small Businesses in Technology, Inc. 1940 Duke St. Ste. 200

Alexandria, VA 22314 Phone: (703) 684-3150 Fax: (703) 548-9446 fgalaviz@asbt.org

Hampton Roads Hispanic Chamber of Commerce

12650 McManus Blvd Newport News, VA 23602 Phone: (757) 833-7552 Fax: (757) 833-8600 www.brbcc.org

www.hrhcc.org Guerra hrhcc@yahoo.com

Virginia Hispanic Chamber of Commerce 10700 Midlothian Turnpike Suite 200 Richmond, VA 23235 Phone: (804) 378-4099 Fax: (804) 379-1727

Fax: (804) 379-172 info@vahcc.com www.vahcc.com

New Page 1

Maryland

Baltimore Hispanic Chamber of Commerce

<u>Dejesusq@hotmail.com</u> <u>mwelch@respiramedical.com</u> <u>www.baltimorehcc.org</u>

Maryland Hispanic Chamber of Commerce

20300 Century Boulevard, Suite 175 Germantown, MD 20874

Phone: (240) 686-3959 Fax: (240) 686-0450 rmartinez@pec1.net www.mdhcc.org

Hispanic Chamber of Commerce of Montgomery County
150 Maryland Ave.

150 Maryland Ave. Rockville, MD 20850 Phone: (240) 453-0606 Fax: (240) 453-0066 info@hccmc.org

Carlsbad Hispano Chamber of Commerce 605 Elora Carlsbad, MD 88220

Phone: (410) 505-887-6127

New Jersey

Camara De Comercio Latina De Elizabeth 605 Elizabeth Ave.

Elizabeth, NJ 07206 Phone: (908) 289-0677 Fax: (908) 289-6833

Greater New Brunswick Hispanic Chamber of Commerce

P.O. Box 346 New Brunswick, NJ 08903 Phone: (732) 904 1398 harryayala@aol.com

Morris County Hispanic Chamber of Commerce

P.O. Box 834M Morristown, NJ 07960 Phone: (973) 644-3093 Fax: (973) 215-2548 elcaudillo@att.net www.mchacc.com

Hispanic American Chamber of Commerce of Essex County

305 3rd Ave. West Newark, NJ 07107 Phone: (973) 481-0202 Fax: (973) 481-6999 icolon@lascasanwk.org www.haccf.org

Ecuadorian Chamber of Commerce of NJ-NY

61 Main Street Hackensack, NJ 07601 Phone: (201) 343-0138 Fax: (201) 488-2730 Info@camcomec.org

Hispanic Business Council of CIANJ South

61 Paramus Rd.
Paramus, NJ 07652
Phone: (201) 368-2100
Fax: (201) 368-3438
hbc@cianj.org

Statewide Hispanic Chamber of Commerce of New Jersey 150 Warren Street Suite 110 Jersey City, NJ 07302 Phone: (201) 451-9512 Fax: (201) 451-9547 shccni@att.net www.shccnj.org

New Jersey, Inc. 4111 Palisade Avenue Union City, NJ 07087 Phone: (201) 865-1570 Fax: (201) 865-1570 elsie@elespesial.com

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Pennsylvania

Pittsburgh Metropolitan Area Hispanic Chamber of Commerce 461 Cochran Road #109 Pittsburgh, PA 15228 Phone: (412) 628-8394 Fax: (412) 291-3367 chamber@pmahcc.org http://www.pmahcc.org

Greater Philadelphia Hispanic Chamber of Commerce 200 South Broad Street Suite 700 Philadelphia, PA 19102 Phone: (215) 790-3723 Fax: (215) 790-3600 qphcc@philachamber.com www.philahispanicchamber.org

New York

Asociacion De Comerciantes HIspano 217-A Smith St .

Brooklyn , NY 11201 Phone: (718) 875-1214 Fax: (718) 875-1280

Bronx Hispanic Chamber of Commerce, Inc. P.O. Box 5400-57 Bronx, NY 10454 Phone: (718) 918-0039 bronxhcc@yahoo.com BronxHispanicCC@aol.com

Caribbean American Chamber of Commerce & Industry Brooklyn Navy Yard, Building #5 63 Flushing Ave. Brooklyn , NY 11205 Phone: (718) 834-4544 Fax: (718) 834-9774

Deli & Grocery Store Owners Association of U. S. 513 W. 179 Street. New York, NY 10033 Phone: (212) 928-0252 Fax: (212) 928-

Dominican Chamber of Commerce 110 E. Burnside Av.. Bronx, NY 10453 Phone: (718) 583-1900 Fax: (718) 583-8021 alliancenyc@verizon.net

Dominican-American Chamber of Commerce of New York, Inc. 825 Third Ave. 11th Floor New York , NY 10022 Phone: (212)709-0218 Fax: (212) 709-0248 DACCNYINC@netscape.net

East Harlem Chamber of Commerce, Inc. 186 East 116 Street New York , NY 10029 Phone: (212) 996-2288 Fax: (212) 987-2962 EastHarlemChamber@aol.com

H02118

El Barrio Chamber of Commerce 1665 Lexington Ave.

New York , NY 10029 Phone: (212) 860-2455 Fax: (212) 876-5079 malave39@msn.com

Hispanic Chamber of Commerce Queens

76-11 37 Av. Sulte 203 Jackson Heights , NY 11372 Phone: (718) 899-4418 Fax: (718) 899-5998 egiraldo@aol.com

Long Island Hispanic Chamber of Commerce

15 Atlantic Avenue Lynbrook, NY 11563 Phone: (516) 256-2483 Fax: (516) 256-2463

lihcc@optonline.net www.lihcc.com

Manhattan Hispanic Chamber of Commerce, Inc. P.O. Box 3494

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Mexican American Chamber of Commerce of Northeast USA 2710 Broadway 2nd Floor New York , NY 10025 Phone: (212) 531-0552 Fax: (212) 531-0064

National Hispanic Business Group 7 West 51 st. Street Third Floor New York , NY 10019 Phone: (718) 265-2664

Fax: (718) 265-2675 info@nhbg.org

casapuebla@aol.com

National Supermarkets Association 17-20 Whitestone Expressway Suite 302 Whitestone , NY 11357

H02119

Phone: (718) 747-2860 Fax: (718) 747-2859 nsa17200@aol.com

New York State Federation of Hispanic Chambers of Commerce 2710 Broadway

New York , NY 10025 Phone: (212) 222-8300

Fax: (212) 222-8412 mnunez@sbbt.org

South Bronx Board of Trade 564 Southern Blvd. 2nd Floor Bronx , NY 10455

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The Argentine-American Chamber of Commerce

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argentinechamber@
argentinechamber.org

Westchester Hispanic Chamber of Commerce P.O. BOX 80 White Plains , NY 10603 Phone: 914-328-7181 Fax: 914-861-1978 afrederico@unionstate.com

Connecticut

Greater Stamford Hispanic Chamber of Commerce, Inc. 465 Canal Street P.O. Box 4153 Stamford, CT 06907 Phone: (203) 359-2050 Fax: (203) 359-4153 evamaldonado1@yahoo.com

Hispanic Chamber of Commerce of Greater Waterbury, Inc. 451 Meriden Road Waterbury 06705 Phone: (203) 759-0939

Fax: (203) 596-2276 joelrosario1@aol.com

Rhode Island

Hispanic American Chamber of Commerce of Rhode Island 45 Royal Little Drive Providence, RI 02904 Phone: (401)331-2615 Fax: (401) 331-2822 info@haccri.org www.haccri.org

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Massachussets

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Massachusetts Latino Chamber of Commerce
1628 Main Street
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(413) 272-2221
(413) 731-5399
Latinochamber@lcc1.com

Hispanic-American Chamber of Commerce 780 Dudley Street Boston, MA 02125 (617) 261-4222

Canada

Toronto Hispanic Chamber of Commerce 30 Rory Road Toronto M6L3G2 Phone: (416) 494-4803 Fax: (416) 494-4803 Idalia@exitotc.com

Puerto Rico

Hispanic Business Women's Alliance

530 Ponce De Leon Ave. San Juan PR 00901-2304 Phone: (787) 760-7196 Fax: (787) 289-8779 laponte@hbwa.net

Camara De Comercio Del Oeste De Puerto Rico

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P.O. Box 9024033 San Juan, PR 00902-4033 Phone: (787) 721-6060 Fax: (787) 723-1891 camarapr@camarapr.net

Puerto Rico Hotel & Tourism Association

954 Ponce De Leon Avenue Miramar Plaza, Suite 702 San Juan PR 00907 Phone: (787) 725-2901 Fax: (787) 725-2913 ebenitez@prhta.org

Centro Unido De Detallistas De Puerto Rico

P.O. Box 190127 San Juan, PR 00919-0127 Phone: (787) 641-8413 Fax: (787) 641-8406 etoro@centrounido.com www.centrounido.org

Puerto Rico Convention Bureau

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Zlp 24120 Phone (938) 382-5059 Fax (938) 382-3184

inggonzales@prodigy.net.mx

CANACO Valle De Toluca

Paseo Tollocan Ote. N.239 Col. Universidad Toluca Edo. México Zip 50130 Phone (722) 212-3676 Fax (722) 212-3042 canatol@prodigy.net.mx

CANACO Huasteca Potosina

Venustiano Carranza 53 Sur Col. Centro Cd. Valles S.L.P. Zip 79000 Phone (481) 382-4511 Fax (481) 382-0141 canaco-cdvalles@todito.com

CANACO Monterrey

Ocampo Poniente 411 Pte. Col. Centro. Edificio Canaco N.L. Zip 64000 ubaldo@canaco.net

CANACO Villahermosa

Malecón Carlos Madrazo N. 677 Col. Centro Villahermosa, TAB. Zip 86000 Phone (933) 312-1484 Fax (933) 314-5688 canacoservytur@hotmail.com

CANACO SALTILLO

Av Universidad 514
Fracc. Insurgentes
Saltillo, Coahuila
Zip 25260
Phone 4155611
Fax 4152903
canasalt@prodigy.net.mex

H02127

CANACOPE Monterrey

Av. Padre Mier Pte. 733
Col. Centro
Monterrey, N.L.
Zip 64000
Phone 83420602
Fax 83402159
canacopmty@prodigy.net.mx

CANACO Chihuahua

Av. Cuauhtémoc 1800 Col. Centro Chihuahua, Chihuahua Zip 31020

Cámara Nacional De Comercio De La Ciudad De México

Av. Paseo De La Reforma No. 42
Col. Centro
México, D.F.
Zip 06048
Phone 55352502
Fax 57054194
presidencial@ccmexico.com.mx

CANACOPE Pachuca

Gómez Pérez 211
Col. Centro
Pachuca, HGO.
Zip 42000
Phone 85390
Fax 30124
canapequ@hotmail.com

Maine

New Hampshire

Vermont

Kentucky

South Carolina

Mississipi

South Dakota

North Dakota

Alaska

United States Hispanic Chamber of Commerce

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Become a member foday JOIN USHCC NOW

Business Matching and Procurement Opportunities

Through a new partnership with eBizMatching, gain inexpensive access to hundreds of millions of dollars of Government, Municipal and Member-created contracts in the US and Mexico! This powerful yet easy-to-use system is extremely affordable with membership as low as 74¢ per day! For more information click here.

Classified Advertisements

Are you looking to buy, sell or barter your goods or services throughout the US and Mexico? eBizNeighbors is a FREE website available NOW to USHCC members. Register for FREE at www.eBizNeighbors.com today!

Hispanic Vendor Directory

Created by the USHCC Procurement Council in furtherance of its mission to advance Hispanic-owned businesses, this state-of-the art international database provides comprehensive Hispanic supplier data on a network of thousands of Hispanic-owned businesses, through the USHCC's membership base of over 215 Hispanic Chambers of Commerce in the U.S., Mexico and Puerto Rico. Users can access the Hispanic Vendor Directory at www.hispanicvendordirectory.com. The Hispanic Vendor Directory is a one-stop shop for members looking to identify qualified Hispanic businesses.

Anna Maria Arias Memorial Business Fund

A collaborative initiative between the USHCC, Latina Style and Wells Fargo to support Latina business owners. The Fund was created in memory of the late Anna Maria Arias, founder and publisher of Latina Style Magazine. The Fund provides cash awards ranging from \$1,000 to \$5,000 to outstanding Latina business owners throughout the country. To date, the Fund has awarded \$50,000 to Latina entrepreneurs. Click here to apply.

:Capital!

U.S. Bank and USHCC have partnered to create iCapital!, a first-of-its-kind, strategic, loan program aimed at lending more than one billion dollars over the next five years to small businesses in high-growth Hispanic markets nationwide. U.S. Bank will provide referral payments to the chambers for every loan that is booked through the program. iCapital! provides a substantial new revenue and membership stream for local Hispanic chambers as well as a source of new customers for U.S. Bank. Uniquely designed, the program could generate more than \$7 million in funding to USHCC local chambers over a multi-year period based on referral fees paid by U.S. Bank. The referral fee is returned to the referring chamber as a percentage of each loan, line of credit, or lease that is booked in the program.

Chamber Training Seminars

"Maximizing Performance for Economic Success" is the name of the USHCC's regional chamber training initiative specifically designed for chamber executives and chamber presidents. The seminars are held for three days with a focus on the areas of leadership and management training, institutional organizational development, and growth and management. The trainings are conducted by the Institute for Organizational Training and Development, and Career, Growth and Management Consultants.

Federal Procurement Council

The recently established USHCC Federal Sector Procurement Council was created to address the needs of the Hispanic business community with respect to federal procurement opportunities. The nine-member council works to implement effective strategies that will increase the number and dollar amount of federal contracts awarded to Hispanic businesses. The council will also monitor other issues of importance to the Hispanic business community.

Franchising Initiative

"Franchising Today: Exploring New Markets and New Opportunities" is a seminar series created in partnership with Women In Franchising, Inc. Launched in October 2002, this initiative helps increase the knowledge about franchising opportunities for Hispanic business owners. Year one of the program was funded with a contribution of \$410,000 from the Citibank Foundation and Verizon Foundation., and were held in Los Angeles, California, New York City, San Juan, Puerto Rico, Washington, DC, Dallas, Texas, and Orlando, Florida. More than 500 individuals have participated in the Series The USHCC continues to track

the progress of the participants.

Chamber Training Seminars

A USHCC-sponsored private equity fund, Hispanic Capital Partners provides Latino entrepreneurs much-needed capital for growth and expansion. The USHCC has long believed that Hispanic businesses need more opportunities to gain greater access to capital and through Hispania Capital Partners, which will invest in medium-sized Hispanic-owned firms in the United States. The USHCC raised between \$50-\$75 million from institutional and individual Investors. When the fund was created, Bank One approved a \$5 million investment and agreed to help raise an additional \$5 million from other institutional investors, and Verizon Communications committed \$10 million to the Fund. The Fund also received matching funds from the Small Business Administration for the creation of a Small Business Investment Company. In October, the Fund made its first investment of \$6 million to Rossi Publications, publisher of *La Raza* newspaper, the largest Spanish-language daily in Chicago, Illinois. For more information and details contact Victor L. Maruri at ymaruri@ushccinvestment.com or Carlos Signoret at csignoret@ushccinvestment.com.

International Trade

The USHCC is committed to building business relationships with its counterparts in Latin America. As a part of those efforts, the USHCC hosts a Trade Mission with U.S.-based Hispanic businesses in order to help them better understand the feasibility of expanding beyond our borders into a country where a thriving economy and other incentives have attracted many U.S. based corporations and businesses. To date, the USHCC has led trade missions to Costa Rica and Mexico.

Procurement Networking Seminars

The Networking Seminars are a part of an ongoing effort by the USHCC and Ford Motor Company to foster the growth and development of the Hispanic business community. The Networking Seminars are designed to generate real sales opportunities for certified Hispanic (minority) businesses through exclusive procurement opportunities for Hispanic suppliers to meet corporate buyers. The USHCC continues to host these seminars through the country and at its annual national convention.

Procurement Council

The USHCC Private Sector **Procurement Council** was formed in the year 2000 to establish procedures for training local Hispanic chamber affiliates and corporate partners to focus on ways to increase utilization of Hispanic vendors in their procurement/supplier diversity programs. The procurement council is comprised of senior executives from Fortune 500 companies and each representative is charged to help create procurement opportunities for Hispanic business owners.

Regional Town Hall Conference Calls

The USHCC began a collaboration with the White House to host a series of town hall conference calls that give cabinet members and senior officials from the Bush Administration the opportunity to speak directly to USHCC's membership. This is the continuation of various joint efforts between the Bush Administration and USHCC, the nation's preeminent organization that represents the interests of more than 1.2 million Hispanic businesses. The calls focus on issues, programs and initiatives that impact the economic development of the Hispanic small business community. This collaboration further underscores the standing and recognition of the USHCC as the leading business organization in the country working on behalf of the Hispanic business community.

USHCC Foundation Chamber Development Scholarship Fund

The USHCC Foundation launched the Chamber Development Scholarship Fund to offer Hispanic chamber members the opportunity to attend and participate at the USHCC's Annual Convention and Business Expo. The members also participate in a series of training seminars entitled "Maximizing Performance for Economic Success". The first round of scholarships were funded by the Altria Group and covered the recipient's expenses (travel, lodging and convention registration fees) to attend the training and convention.

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United States H	ispanic Chamber of	Commerce				
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Benefits Corporate Partners → Application →		ation				
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	Please attach a brief organization profile, including the organization history and, if applicable, a description of you products/services.					
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2. Membership Categories

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Please indicate your membership category: Voting Members*	
Hispanic Chamber of Commerce	\$100
O Hispanic Business Organization/Trade Assn.	For additional information please call (202) 842-1212 ext. 107
Non Voting Membership	
O Foreign Trade Assn./Chamber of Commerce	\$300.00
O Corporate Partner Program	\$10,000.00
3. Payment Method	
○ Send Invoice	Check Enclosed
send delegates to the Annual National Convention to the chamber/organization is a member in good stand	de Associations and Business Organizations are eligible to VOTE for Directors to the USHCC Board, provided that ding at the time of the convention, that the y requirements. A list of eligibility requirements is sent to
Submit. Reset	



United States Hispanic Chamber of Commerce

Locate a Chamber



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LEGISLATIVE CONFERENCE

The United States Hispanic Chamber of Commerce will host its 17th Annual Legislative Conference on March 5-7, 2007 at The Ronald Reagan Building and International Trade Center in Washington, D.C.

This program, the leading legislative forum representing the interests and agenda of the Latino and Latina business community, brings together Hispanic elected officials, members of Congress, government leaders, influential Hispanic entrepreneurs and members of corporate America to discuss the most current and critical issues affecting the Hispanic business community.

This year's conference will highlight top issues that are at the forefront of the national economic agenda through a series of informational and insightful discussion sessions, panels and workshops featuring national and local experts. A Presidential briefing will inform our participants of the administration's plans for the coming year and a Bipartisan discussion panel featuring leaders from the Democratic and Republican parties will give attendees the opportunity to interact with top decision-makers and gain inside-thebeltway insight on issues that affect the Hispanic business community. Additionally, we have set aside time to allow our participants the opportunity to travel to the Hill to meet with their Congressional representatives.

Don't miss the event that will discuss policies that affect your everyday life. Register today!

- ONLINE REGISTRATION
- 0 REGISTRATION FORM (adobe acrobat)
- Ð SCHEDULE OF EVENTS
- Ð **USHCC SPONSORSHIP OPPORTUNITIES**
- O **USHCC Foundation SPONSORSHIP OPPORTUNITIES**
- EVENT BROCHURE (contains schedule, sponsorship opportunities and 9 registration form) (adobe acrobat)
- **ONLINE HOUSING REGISTRATION**



Hotel Accommodations

HOUSING INFORMATION

The official USHCC's Legislative Conference host hotel

The Westin Grand 2350 M Street NW Washington, DC 20037

Make Your Hotel Reservations Now!

To make hotel reservations, please complete your registration. Once registration is completed, you will have the option to link to the housing information and be able to complete your hotel reservation online.

To make your housing reservations online, please click here.

To make a new housing reservation or make changes to an existing reservation by telephone, please call 202-429-0100 and ask for group reservations. Don't forget to mention that you are part of the USHCC Legislative Conference.

Your reservations must be made by 02/05/07 to secure rooms at the discounted rate. Rates start at \$229/night plus 14.5% room tax.

Note: You must register for the USHCC Legislative Conference prior to booking your hotel reservation.

Rooms are assigned on a first-come, first-served basis and must be made by Friday, February 5, 2007 in order to receive the USHCC discounted room rate.

Travel Information

For air travel discounts on American Airlines, call the meeting services desk at 1-800-433-1790 and provide the STARfile number A5437AS.

For rental car discounts at AVIS, call 1-800-331-1600 and provide the AWD number B722999.



USHCC Registration Form

17TH ANNUAL LEGISLATIVE CONFERENCE March 5-7, 2007

Sponsor/Registran	t Information		
Last Name *			
First Name *			
Middle Initial		,	
Title			
Company *			
Number of Employees			
Company Address *			
City *			
State *	Select a state	ua 2	
Zip			
Telephone			
Fax	-		
Email *			
Home Address			
City			
State		H02145	

Select a state	
Zip	
Chamber Affiliation (if applicable)	
FOR INDIVIDUAL REGISTRANTS: (Check the options that apply)	
Full Registration (includes all meals, events and receptions)	.00
Legislative Awards Dinner	.00
Legislative Luncheon	.00
Cancellation Policy: No returns will be provided after event date.	
The USHCC encourages its membership to participate in visits to individual Congressional office on Capitol Hill to talk about our federal legislative agenda.	25
I would like the USHCC to set up Capitol Hill meetings on my behalf.	
I prefer to contact my Congressional representative to schedule my own meeting.	
☐ I would like the option to attend a White House Briefing.* * Please note: White House Briefing is tentative, pending White House confirmation. •	
For White House Briefing and Congressional visits, please provide us with the following information:	h
Name (as it appears on photo ID)	
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USHCC

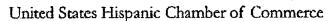
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October 1, 2003

USHCC FOUNDATION AND ALTRIA AWARD 24 SCHOLARSHIPS TO CHAMBERS

Chambers to receive leadership training and attend USHCC Convention

Washington, DC - The United States Hispanic Chamber of Commerce (USHCC) Foundation today announced the award of 24 scholarships to member Hispanic chambers of commerce to participate in a leadership training and attend the USHCC 24th Annual National Convention & Business Expo in Phoenix, AZ, October 1-4, 2003, free of cost. Altria Group, Inc. provided the funds for scholarships to cover air travel, lodging and registration costs.

"Through our long-term partnership with the USHCC, the Altria family of companies strives to play an important role in contributing to the growth and empowerment of diverse communities," said A. Shuanise Washington, Vice President, Government Affairs Policy and Outreach, Altria Corporate Services, Inc. "Our support of this leadership training program is but one example of our commitment to help ensure Hispanic community leaders have the necessary skills and expanded network to better serve their community."

"This scholarship demonstrates Altria's commitment to the economic development of Hispanic businesses," said Frank Lopez, USHCC Foundation Executive Director. "Through these scholarships, our local member chambers will gain valuable skills from the leadership training and the numerous 'best practices' sessions and networking opportunities at the USHCC Convention. These skills translate into enhanced services for local Hispanic businesses."

The recipients of the USHCC Foundation Chamber Scholarship Fund include:

REGION I: Liborio (Lee) Rodriguez, Central California Hispanic Chamber of Commerce; **Eduardo Landeros**, San Diego County Hispanic Chamber of Commerce; **Sandy Cajas**, Regional Hispanic Chamber of Commerce; **Elizabeth Quiros**, San Mateo County Hispanic Chamber of Commerce

REGION 1I: Juan A. Delgadillo, Asociacion de Comerciantes Latinos de Albuquerque; **Deana Romero**, Hispanic Chamber of Commerce of Colorado Springs; **Sandy Gutierrez**, Latino Chamber of Commerce of Pueblo; **Fred Orozco**, Tucson Hispanic Chamber of Commerce

REGION III: Joe C. Cisneros, III, Corpus Christy Hispanic Chamber of Commerce; Eliza May, Greater Austin Hispanic Chamber of Commerce; Luz Maria Zywiciel, Hispanic Chamber of Commerce of Metropolitan St. Louis; Rita Elizondo, San Antonio Hispanic Chamber of Commerce

REGION IV: Rey Cruz, Aurora Hispanic Chamber of Commerce; **Laura Ramirez**, Hispanic Chamber of Commerce of Central Ohio; **Val Vargas**, Hispanic Chamber of Commerce of Minnesota;

Maria Monreal Cameron, Hispanic Chamber of Commerce of Wisconsin

REGION V: Eduardo Giraldo, Hispanic Chamber of Commerce of Queens; **Gigi Guzman**, Maryland Hispanic Chamber of Commerce; **Wilmer Bolivar**, Morris County Hispanic Chamber of Commerce;

Michel Zajur, Virginia Hispanic Chamber of Commerce

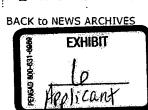
H02402

REGION VI: Frank Rodriguez, Hispanic Chamber of Commerce of Collier County; **Ramon Ojeda**, Hispanic Chamber of Commerce of Metro Orlando; **Federico Van Gelderen**, North Carolina Hispanic Chamber of Commerce; **Liliam M. Lopez**, South Florida Hispanic Chamber of Commerce

The USHCC Foundation is committed to the purpose of giving Latino youth alternatives for life preparation and life-long learning by

http://www.ushcc.com/03_scholarship_fund.html

2/20/2007



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USHCC

developing and implementing initiatives and educational campaigns to awaken and nurture the entrepreneurship spirit within our Latino youth and leverage corporate and public support to ensure that Latino youth gain access and achieve success in the world of business.

Altria Group, Inc. (NYSE: MO) is the parent company of Kraft Foods Inc., Philip Morris International Inc. and Philip Morris USA Inc. For more than four decades, the companies of Altria have played an active role in initiatives that promote the well-being of communities around the world through leadership and economic development. Additional information about Altria companies is available at http://www.altria.com/media_programs.



UNITED STATES

Chamber of Commerc



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USHCC Foundation

News



Avis Rent A Car, Inc. (AVI-NYSE) is one of the world's leading providers of comprehensive automotive transportation and vehicle management solutions, with strengths in car rental, vehicle leasing, and vehicle management services.

Avis is providing experiential learning opportunities to students in colleges/universities across the US. In doing this Avis is contributing to the success of future leaders who may want to pursue opportunities in our organization where we offer outstanding opportunities for career development. There are two positions available in the summer Internship Program beginning May 1 and ending August 31. Two scholarships of \$3000 will be granted to two interns. Upon satisfactory performance, Interns will be eligible to continue in a paid Internship position during the school year provided the resources are available to accommodate an Intern within Avis.

Students participating in the Internship Program are offered the opportunity to learn in a number of specific areas within the organization:



Interns work with assigned mentors at an Avis location performing functions of: Basic daily operations, Avis Leadership, compliance to service delivery, vehicle and uniform standards.

Sales

Intern will work with an assigned Account Manager to learn and carry out functions in areas of: Planning sales strategies, Securing new business, Penetrating markets, Negotiating rates and contract terms, Implementing sales strategies, Project work that will involve research, and presentations

Accounting/Finance

Interns may work in any of the areas of accounting/finance: Internal Audit Performing audits of various Avis locations (Ledgers, receipts, cash funds, inventory, deferred charges, time & material), documenting findings and recommendations.

Account Reconciliation/Payables
Performing functions relative to Account Reconciliation: identifying sources of errors, ledger postings, General Ledger balancing and monthly closings.

International Finance & Financial Reporting Review of monthly overhead expenses and period end

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head counts. Updating monthly income statements for domestic, international & consolidated entities with respect to actual expenditures, Account analysis, reconciliation, financial Statement preparations, forecasting, and budgeting. Running/generating mainframe and excel reports.

Financial Reporting

Account analysis, reconciliation, and financial statement preparation.

Human Resources

Intern will work in any of the following areas: Staffing, Diversity, College Relations, Compensation, and Employee Loyalty.

INTERNSHIP REQUIREMENTS

- You must be currently enrolled as a full-time student
- You must have completed at least 60 college credits

We strongly encourage your participation in the Avis Internship Program. To begin the process of qualification, please complete the Internship Program Application provided. Include a resume, an official college transcript, and a 200 - 250 word essay explaining why you would like to be considered for an Internship. Deadline for submittal of application is April 15, 2000, and notification of selection will be provided by May 12, 2000.

Avis/USHCC Scholarship Program Application (PLEASE TYPE/PRINT)

STUDENT PROFILE

- 1. Name: Last First Initial
- 2. Permanent Address: Number Street Apt. # City State Zip Code Telephone
- 3. Current Address: Number Street Apt. #
- 4. City State Zip Code Telephone
- 5. E?Mail (if applicable):
- 6. Area of Interest: (i.e.: Accounting, Finance, Information Technology, management, Operations, Customer Service, Human Resources, Insurance, Marketing, and Sales) ACADEMIC PROFILE
- 7. College/University:
- 8. Major:
- 9. Expected Graduation Date:
- 10. Classification:
- 11. GPA:
- 12. Number of credits completed:
- List in chronological order all colleges/universities attended. Institution Location Year(s) Attended Decree Maior
- List honors and other distinctions received.
- 15. List all extracurricular activities (church, school, and community) that you have been involved in.

ESSAY & RESUME

Please include a resume, an official transcript and a 200?

250 word essay on any of the following 3 topics:

- 1. Why you would like to be considered for this Internship
- 2. Yourself and your career goals.
- 3. Some of the challenges you have faced that have allowed you to reach this state in your life

Please include as much information on your personal background as possible. We are very interested to learn about you. I hereby certify that the information provided in this application is to the best of my knowledge, true and correct. I have not knowingly withheld any facts or circumstances that would jeopardize inclusion of this application. In addition, all information obtained from this application may be used by USHCC for marketing purposes.

SIGNATURE: DATE:

Mail of Fax to the USHCC by April 15 United States Hispanic Chamber of Commerce c/o Avis/USHCC Internship Program 1019 19th Street NW, Suite 200 Washington DC 20036 Tel. (202) 842?1212, Fax (202) 842?3221

United States Office: 2175 K Street NW, Suite 100, Washington, DC 20037 202-842-1212, Fax 202-842-3221 Mexico City Office: Av. Balderas 144, 3er Piso. 06079 Mexico, D.F. (525) 709-2281, Fax (525) 709-1177 Find out more about USHCC at USHCC @USHCC.com. If you have any comments, we would like to hear from your

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< Access to Capital > < Convention Archives > Newsletter 9-20 | Newsletter 9-21 | Convention Photos | Online Coverage < USHCC News Archive >

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UNITED STATES Chamber of Commerce

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October 11, 2000

Newly Elected Vice Chairman of United States Hispanic Chamber Of Commerce (USHCC) Hector V. Barreto Vows To Strengthen Procurement For Hispanic Businesses

Washington D.C. -- The United States Hispanic Chamber of Commerce (USHCC) elects Hector V. Barreto as the new Vice Chairman of the Board "I am honored to have been elected to be the Vice Chairman for the USHCC. I am excited about where the Chamber is today and look forward to contributing to the success of businesses in the United States.

The USHCC was founded in 1979 and is the largest Hispanic business organization in the U.S., representing 200 Hispanic chambers of commerce and over 1.5 million Hispanic businesses. Barreto is no stranger to leading a key Hispanic organization, as the immediate past Chairman of the Board for the Latin Business Association (LBA) Barreto increased membership by fifty-percent. "I am committed to increasing procurement opportunities for Hispanic businesses," stated Mr. Barreto. Some of his other objectives for the USHCC include: doubling the number of chambers from 200 to 400, enhancing the USHCC financial position through strategic partnerships and developing alliances with influential organizations.

Barreto is also a successful entrepreneur, in 1986 he founded Barreto Insurance and Financial Services, Inc., today the Los Angeles based employee benefits firm generates \$3 million in revenues.

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United States Office: 1019 19th St. NW, Suite 200. Washington, DC 20036 202-842-1212, Fax 202-842-3221 Mexico City Office: Av. Balderas 144, 3er Piso. 06079 Mexico, D.F. (525) 709-2281, Fax (525) 709-1177 Find out more about USHCC at USHCC@USHCC.com. If you have any comments, we would like to hear from you!

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USHCC Foundation

AVON SALUTES NATION'S LEADING FEMALE ENTREPRENEURS

Tucson resident, Carmen Bermúdez, Receives "Avon Women of Enterprise Award"

Mary Tyler Moore delivers keynote address at 14th annual gala

NEW YORK, N.Y. (June 15, 2000) - Carmen Bermúdez, Founder, Chairman and CEO of Mission Management & Trust Co. and a Tucson, AZ resident, was recognized today as one of the nation's top women entrepreneurs at the 14th Annual Avon Women of Enterprise Awards. Along with three other honorees, Bermúdez was recognized for her entrepreneurial spirit and achievements at a gala luncheon in New York City where Mary Tyler Moore delivered the keynote address.

When Carmen Bermúdez entered the financial field and discovered few women and minority employees, she took significant steps to remedy the imbalance. Bermúdez started Mission Management & Trust: the first minority-and woman-owned trust company in the country. Today, far from her native Costa Rica where she was raised in poverty, Bermúdez donates a portion of the company's revenues to charitable projects and has established work-study scholarship programs at Mission Management to support education and professional development for women and minorities.

"I am so proud to be recognized by Avon with this prestigious award. As one of many immigrants who arrive in this country every day, not knowing the language or culture but having a strong desire to work and learn, I could have never imagined being honored for my achievements," said Bermudez. "When I came to America, I was looking for a job. Today, I am so proud to return the favor. I now create jobs."

Bermúdez shared her inspirational story of personal and professional success before an audience of 1,500 business and community leaders, past honorees and members of the press at the gala luncheon held at the Waldorf-Astoria. She received the Avon Women of Enterprise Awards bronze sculpture, created by Avon exclusively for the program. In addition, Bermúdez and her nominating organization, the U.S. Hispanic Chamber of Commerce, each received a \$1,000 cash award.

Along with Bermúdez, the other Avon Women of Enterprise honorees for 2000 are: Opp. No. 91-156321

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- Barbara Manzi, Brooksville, FL President and CEO, Manzi Metals, Inc.
- Vondell McKenzie, Los Banos, CA Senior Executive Unit Leader, Avon Products, Inc.
- Margo Suzan Provost, Salt Lake City, UT Chairman and CEO, Log Haven Restaurant Group, L.L.C.

Determined to succeed in a male-dominated industry, Barbara Manzi built the only metal distribution company in the country that is fully owned, operated and controlled by an African American female. Vondell McKenzie helped pioneer and establish Avon's Leadership program, where executives personally recruit, motivate and train representatives in an effort to build their own sales units. And, despite repeated setbacks, Margo Provost refurbished a state landmark -- much-loved, but aging and dilapidated -- into one of Utah's ten most popular restaurants.

The Avon Women of Enterprise Program was established in 1987 as a partnership between Avon Products, Inc. and the U.S. Small Business Administration. The program, which was the first of its kind, identifies trendsetters and trailblazers in the business community: dynamic women entrepreneurs who have overcome personal and professional challenges and exhibited exceptional entrepreneurial spirit to start and grow successful businesses of their own.

Avon is the world's leading direct seller of beauty and related products, with \$5.3 billion in annual revenues. Avon markets to women in 137 countries through three million independent sales representatives. Avon product lines include such recognizable brands as Anew, Skin-So-Soft, Avon Color, Far Away, Rare Gold, Perceive, Avon Skin Care and Women of Earth. Avon also markets an extensive line of fashion jewelry, apparel, gifts and collectibles. In addition to the Avon Women of Enterprise Program, Avon is committed to women through the Avon Breast Cancer Crusade, the Avon Worldwide Fund for Women's Health, and the Avon Running Global Women's Circuit. More information on Avon and its products can be found on the company's award winning website www.avon.com.

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United States Office: 2175 K Street NW, Suite 100, Washington, DC 20037 202-842-1212. Fax 202-842-3221 Mexico City Office: Av. Balderas 144, 3er Piso. 06079 Mexico, D.F. (525) 709-2281. Fax (525) 709-1177 Find out more about USHCC at USHCC@USHCC.com. If you have any comments, we would like to hear from you!

About Us > Contact Us | Mission Statement < Site Map > < Board of Directors > Board | Executive Board < President & CEO > President & CEO Letter from the President | President's Bio | Speaking Engagements < USHCC Chair > Letter from the Chair | Chair's Bio | Speaking Engagements < Programs & Services > Member Benefits | Programs < Member Categories > Corporate Partners | Circle of Influence | Application < Government Affairs > Legislative Issues < Calendar of Events > < Chamber Feature > Tulsa | Las Vegas | Georgia < USHCC Awards >

< Access to Capital > < Convention Archives > Newsletter 9-20 | Newsletter 9-21 | Convention Photos | Online Coverage < USHCC News Archive >

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UNITED STATES HISPANIC CHAMBER OF COMMERCE

SPONSORSHIP BROCHURE

17th Annual 1.1. Législatime Conference

March 5-7, 2007...

Ronald Reagan Building and International Trade Center & Washington, D.C.





Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number









Advancing Latino Entrepreneurship— It's Just Good Business

Presented in cooperation with our USHCC Partners:

HSPANC

CHAMBER WEEKLY

NETWORKING

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On behalf of the Board of Directors of the United States Hispanic Chamber of Commerce (USHCC), the United States Hispanic Chamber of Commerce Foundation and the 200 local chambers we represent, we cordially invite you to participate in our 17th Annual Legislative Conference to be held March 5-7, 2007 in Washington, DC.

On the legislative front, this past year proved to be one of our most active and successful in our 27-year history. Our national influence has allowed us to become a force on Capitol Hill by tackling some of the most important issues impacting our growing community of business leaders and entrepreneurs. As such, we are building on our success and accomplishments and have developed a broad and inclusive legislative agenda for 2007 addressing the critical issues impacting our business community.

Topics and issues include:

- Minimum Wage, Tax Cuts and other Important Issues that Affect Your Bottom Line
- · Diversity in Lending and Access to Capital
- · U.S.-Latin America Relations on Trade and Immigration
- . Small Business Issues in the 110th Congress
- Health Care Policy and its Impact on Small Businesses

As part of your continued and long-standing commitment, the Legislative Conference presents an unparalleled opportunity to meet with exectuives from USHCC and local chambers, high-profile Hispanic opinion leaders, as well as national figures from government, politics and Congress. The Legislative Conference also offers a unique opportunity for you to partner with the USHCC on issues that concern all businesses large and small, Hispanic and non-Hispanic. As in past years, the USHCC will host an executive briefing with key members of the Administration, as well as events with leading members of Congress, corporate and business leaders. The conference will also feature numerous personal visits with members of Congress.

We look forward to your participation. For sponsorship information, please contact Connie Valiente, V.P. Corporate Relations of the USHCC at cvaliente@ushcc.com or at 202-842-1212 or Shana Mosher, Senior Director of Program Operations of the USHCC Foundation at smosher@ushccfoundation.org or at (202) 429-0516. For general information and to register, we invite you to visit us at www.ushcc.com or www.ushccfoundation.org.

Sincerely,

David C. Lizárraga Chair, USHCC Board of Directors Massey Villarreal

Chair, USHCC Foundation
Board of Directors

Michael L. Barrera

USHCC President & CEO Frank Lopez
USHCC Foundation

President & CEO



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Arlines call the meeting appeal depair 400 434-1750 and provide his STAR/ite number A5437AS

For rental car discounts at AVIS, call 1-800-331-1600 and provide the AWD number 8722390:

Schedule of Events

All events located at the Ronald Reagan Building unless otherwise specified.

Ronald Reagan Building & International Trade Center.

1300 Pennsylvania Avenue NW, Washington, D.C. 20004

MONDAY, MARCH 5
Registration
12:00PM - 6:00PM
Continental Foyer

Latina Leaders Reception 6:30PM - 8:30PM Aftria Group, Inc. Headquarters 10:1:Constitution Avenue Suite 400 W Washington, D.C. 20001 Rotunda

TUESDAY, MARCH 6
Registration

7:30AM - 3:00PM Continental Foyer

Continental Breakfast 8:00AM – 9:00AM Polaris Foyer Concurrent Workshops & Policy Dialogue Forums
9:00AM - 9:45AM
10:00AM - 10:45AM
Polaris Room

Plenary Session 11:00AM - 12:15PM Horizon Room

Legislative Lunchean 12:30PM - 2:15PM Atrium Hall

Concurrent Workshops & Policy Dialogue Forums 2:30PM - 3:20PM 3:30PM - 4:30PM Polaris Room

WEDNESDAY, MARCH 7
Breakfast on the Hill
8:00AM – 9:00AM
Room TBD

Capital Hill Visits with Members of Congress – "A Day on the Hill for Hispanic Entrepreneurs" 9:30AM – 5:00PM

While House Briefing
(TENTATIVE) + OOPM - 4-00PM
Amphitheatre
Note: Please allow one hour
prior to event for mandatory
security clearance
"White House by lefting is tentalive
pursuant to presidential
availability

Legislative Reception 6:00PM – 7:00PM Atrium Hall Foyer

Legislative Awards Dinner Z.00PM – 9:30PM Atrium Hall

Schedule subject to change. Please visit our website at www.ushcc.com or www.ushccfoundation.org for updates.



USHCC 17th Annual National Legislative Conference Sponsorship Opportunities

Legislative Awards Dünner \$50,000	A Day on the Hill for Hispanic Entrepreneurs\$50,000
Maximum of 2 \$25,000 co-sponsors or a single \$50,000 presenting partner	Maximum of 2 \$25,000 co-sponsors or single \$50,000 presenting partner
Five (5) full conference registrations (includes workshops and meals)	 Four (4) full conference registrations (includes workshops and meals)
One (1) reserved table of ten (10) at the Legislative Awards Dinner	One (1) reserved table of ten (10) at Legislative Breakfast on the Hill
Opportunity for brief remarks at sponsored event. Opportunity to distribute promotional materials at sponsored event	 À Day on Hill Portfolio to include aponsors logo and be distributed to delegates visiting elected officials
Corporate visibility and recognition at sponsored event	Opportunity to distribute promotional materials inside folders distributed to Legislative (earns
 Opportunity to distribute promotional materials in conference bag 	Corporate Visibility and recognition as underwriter of Capitol Hill Visits-
· Corporate visibility and recognition in annual conference marketing materials	Entrepreneurs on the Hill- to include corporate logo on Hill portfolio
· Category exclusivity	Opportunity to distribute promotional materials in conference bag
Legislative Luncheon \$40,000	 Corporate visibility and recognition in annual conference marketing materials Category exclusivity
Maximum of 2 \$20,000 co-sponsors or single \$40,000 presenting partner	
• Four (4) full conference registrations (includes workshops and meals)	Latina Reception \$25,000
One (1) reserved table of ten (10) at Legislative Luncheon	Maximum of 2 \$12,500 co-sponsors or single \$25,000 presenting partner
Opportunity for brief remarks at sponsored event	Four (4) full conference registrations (includes workshops and meals)
Opportunity to distribute promotional materials at sponsored event Corporate visibility and recognition at sponsored event	One (1) reserved table of ten (10) at Legislative Awards Dinner or Legislative Luncheon
Opportunity to distribute promotional materials in conference bag	Opportunity for brief remarks at sponsored event
· Corporate visibility and recognition in annual conference marketing materials	Opportunity to distribute promotional materials at sponsored event
Category exclusivity	Corporate visibility and recognition at sponsored event
	Opportunity to distribute promotional materials in conference bag
	Corporate visibility and recognition in annual conference marketing materials
	Category exclusivity



USHEC TÖTH Annual National Legislative Conference : Sponsorship Opportunities

VENT SPONSORSHIPS		
Concurrent Workshops \$20,000	Legislative Reception \$25,00	
Four (4) full conference registrations (includes workshops and meals)	Four (4) full conference registrations (includes workshops and meals)	
Opportunity for company representative to participate in workshop	One (1) reserved table of ten (10) at the Legislative Awards Dinner	
Opportunity to distribute promotional materials at sponsored event	Opportunity for brief remarks at sponsored event	
Corporate visibility and recognition at sponsored event	Opportunity to distribute promotional materials at sponsored event.	
Corporate visibility and recognition in annual conference marketing materials	Corporare visibility and recognition at sponsored event	
Shambes Executive Lounge \$30,000 **Exercising of 2.515,000 openion or angle \$30,000 presenting partner**	Corporate visibility and recognition in annual conference marketing materials. Category exclusivity	
Logo/company name on invite to chamber executives and presidents/chairs of	Continental Breakfast \$7,50	
board of directors	Two (2) full conference registrations (includes workshops and meals)	
Opportunity to distribute pramorkonal materials at event	Opportunity to distribute promotional materials in conference bag	
One (1) reserved table of ten (10) at the Legislative Awards Dinner or Legislative Lancheon	Corporate visibility and recognition through signage at sponsored event	
Four (4) full conference registrations (includes workshops and meals)	· Corporate visibility and recognition in annual conference marketing materia	
Opportunity to distribute promotional materials in conference bug	Category exclusivity	
Corporate visibility and recognition	Transportation to Capitol Hill \$5,00	
Vhite House Briefing	Two (2) full conference registrations (includes workshops and meals)	
1. XX.	 Opportunity to distribute promotional materials in sponsored vehicles 	
Contact USHCC for Underwriting Opportunities	 Corporate visibility and recognition through signage at vehicles 	
	Corporate visibility and recognition in annual conference marketing materia Category exclusivity	



USHEC 17th Annual National Legislative Conference —— Sponsorship Opportunities

 E. M. Schmidt, M. W. Ma. 		\$15,00
	• Eight (8) full conference registrations (incl	그를 보고 있는 그렇게 보고 있다. 그는 그 가는 얼마나 한 번째 없는 것 없는 것 없다.
	Opportunity to distribute promotional ma	aterials in conference bag
ence event	Corporate visibility and recognition in ani	nual conference marketing materia
\$50,000	Bronze Sponsor	\$10,00
resentative	Six (6) full conference registrations (include	les workshops and meal events)
and Legislative	 Corporate visibility and recognition in any 	nual conference marketing materi
d meal events)	Brass Sponsor	\$5,0
ag	Four (4) full conference registrations (inclu	
ing materials	 Corporate visibility and recognition in ans 	nual conference marketing materi
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eal events)	Alika	
	\$50,000 resentative ind Legislative it meal events) ag materials	Copportunity to distribute promotional management of the promotional management of the promotion in any statement of the promotion of the



· Four (4) full conference registrations (includes workshops and meals)

Opportunity to distribute promotional materials in conference bag

Corporate visibility and recognition in annual conference marketing materials

Distribution to all attendees and for the first time mailed to all executive

directors and presidents of local chamber of commerce

BRANDING OPPORTUNITIES EXCENTION OF THE PROPERTY OF THE PROPER			
USHCC Legislative Agenda for 110th Congress\$20,000	Legislative Conference Bags \$15,000		
 Exclusive full page, four-color ad in the USHCC Législative Agenda (back inside cover) 	Placement of company name/logo on commemorative conference bag One (1) reserved table of ten (10) at the Legislative Awards Dinner or		
 Corporate visibility and recognition at USHCC Legislative Agenda (from inside cover) 	Legislauve Luncheon Pour (4) full conference registrations (includes workshops and meals)		
 Inclusion of USHCC Legislative Agenda in conference bags and congressional visit packers. 	 Opportunity to distribute promotional materials in conference hag Corporate visibility and recognition in annual conference marketing materia 		
 One (1) sesented table of ten (10) at the Legislative Awards Dinner of Legislative Euncheon 	Legislative Conference Hotel Key Cards \$10,000		
Four (4) full conference registrations (includes workshops and meals) Opportunity to distribute promotional materials in conference bag	Placement of company logo/name on conference key cards. Two (2) full conference registrations (includes workshops and meals).		
Corporate visibility and recognition in annual conference marketing materials Distribution to all attendees and for the first time mailed to all executive.	 Opportunity to distribute pronorional materials in conference bag. 		
directors of local chambers of commerce	 Corporate visibility and recognition in annual conference marketing materials 		
Legislative Congressional Directory \$20,000	Conference Badges \$10,000		
Exclusive full page, four-color ad in the USHCC Congressional Directory	Placement of company logo/name on conference badges		
Full-page, four-color message from corporate executive	Two (2) full conference registrations (includes workshops and meals)		
• One (1) reserved table of ten (10) at the Legislative Awards Dinner or	Opportunity to distribute promotional materials in conference bag		
Legislative Luncheon	 Corporate visibility and recognition in annual conference marketing materials 		

Notice: The United States Hispanic Chamber of Commerce is a non-profit organization founded in 1979 for the purposes of promoting the development and growth of Hispanic-owned businesses. It has been given a 501(c)(6) tax status by the Internal Revenue Service, and, as such, contributions from benefactors, members and/or sponsors are not generally deductible as charitable contributions under the Internal Revenue Code. This may not preclude treatment as a business expense. Please consult with a cax advisor in order to determine the appropriate tax treatment of sponsorship or dues amounts in accordance with applicable laws.



USHCC Foundation Sponsorship Opportunities

The USHCC Foundation is proud to offer the following sponsorship and branding opportunities that further promote the advancement of business and education dialogue between Hispanic Chamber Network stakeholders and those that seek to increase participation in the Legislative Conference from executive leadership representatives from throughout the country including the participation of the next generation of Latino and Latina entrepreneurs in the 17th Annual Legislative Conference. With its increased strategic focus on Hispanic business policy and research, training and leadership development, and chamber capacity building, the USHCC Foundation serves as the principal program and operational organizational vehicle of the National USHCC Chamber Network. The following underwriting opportunities through the USHCC Foundation will permit for philanthropically focused entities to engage and participate in the educational, policy fact-funding and consensus-building activities to take place during this dynamic 17th Annual Legislative Conference.

PHILANTHROPIC SPONSORSHIP LEVELS

Entrepreneur Investor Sponsor Level____

\$50,000

- Recognition by the USHCC Foundation throughout Calendar Year 2007 as underwriting "Entrepreneur Investor" partner and supporter of the USHCC Foundation.
- One (1) reserved table of ten (10) at Legislative Awards Dinner and Legislative Luncheon.
- Ten (10) full conference registrations (includes workshops and meal events).
- · Opportunity to distribute small business educational materials in conference bag.
- Virtual placement throughout Calendar Year 2007 of appropriate sponsor produced educational video content within the USHCC Foundation's Online Video-On-Demand TV Channels, as reviewed and approved by the USHCC Foundation;
- Corporate visibility and recognition in USHCC Foundation E-Newsletter as well as through scholarship annothic ement E-Blast to over 40,000 email list

Venture Sponsor Level_

\$20,000

- Recognition by the USHCC Foundation throughout Calendar Year 2007 as underwriting "Entrepreneur Investor" partner and supporter of the USHCC Foundation
- . Five VIP (5) spaces reserved at a USHCC Foundation VIP Table at Legislative Awards Dinner and Regislative Luncheon.
- Corporate visibility and recognition in USFICC Poundation E-Newsletter as well as through scholarship announcement E-Blast to over 40,000 email list.
- · Opportunity to distribute small business educational materials in conference bag.
- Internet partner Banner placement throughout Calendar Year 2007 with web link from USHCC Foundation website to appropriate resource driven section of sponsor website.



USHCC Foundation Sponsorship Opportunities

Mentor Sponsor Level_______\$15,000

- · Eight (8) full conference registrations (includes workshops and meal events).
- · Opportunity to distribute promotional materials in conference bag.
- Internet partner Banner placement throughout Calendar Year 2007 with web link from USHCC Foundation website to
 appropriate resource driven section of sponsor website.

BRANDING SPONSORSHIP OPPORTUNITIES I

Small Hispanic Chambers Executive Scholarship_

25,000

- · Opportunity to distribute small business educational materials in conference bag
- Four (4) full conference registrations (includes workshops and meal events)
- Corporate visibility and recognition in USHCC Foundation E-Newsletter as well as through scholarship announcement E-Blast to over 40,000 email list
- Corporate visibility and recognition at sponsored event as travel, lodging and conference registration sponsor of 12 executives of small Hispanic chambers of commerce as selected by USHCC Foundation in consultation with sponsor
- "By Invitation Only" meeting, with agenda established by sponsor in consultation & concurrence with USHCC Foundation, with all Presidents that are recipients of the Small Hispanic Chambers Executive Scholarships during the Legislative Conference.
- Opportunity for Sponsor Executive to be scheduled for interview to be aired as part of USHCC Foundation "Live Web Casting"
 of the Legislative Conference.

Hispanic Business Policy Dialogue Forums _

\$20,000

- Presenting sponsor designation at industry-specific policy dialogue forum, with opportunity for brief policy forum introductory remarks from sponsor Executive representative.
- · Five (5) reserved seats at VIP table of the USHCC Foundation at the Legislative Awards Dinner.
- Opportunity to distribute small business educational materials in conference bag.
- Opportunity for Sponsor Executive to be scheduled for interview to be aired as part of the USHCC Poundation "Live Web Casting" of the Begishative Conference.
- Copporate visibility and recognition in USHCC Foundation E- Newsletter as well as through Hispanic Business Policy Dialogue Forum announcement E-Blast to over 40,000 email list.
- Possible Forum Policy topics under consideration include Health Care Cost for Small Businesses, Federal & Corporate Procurement, Telecommunications vis-4-vis the Latino Business Community, Immigration Reform from a Latino Business Point of View, as well as others with opportunity open for sponsor suggestions.



USHCC Foundation Sponsorship Opportunities

BRANDING SPONSORSHIP OPPORTUNITIES (continued)

Live Web Cast via USHCC Foundation Online TV_

\$20,000

- · Four (4) full conference registrations (includes workshops and meal events).
- · Logo exposure on USHCC Foundation TV during web cast.
- Opportunity to distribute promotional material in conference bag.
- Corporate visibility and recognition in USHCC Foundation E-Newsletter as well as through Live Web Cast via USHCC Foundation Online TV announcement E-Blast to over 40,000 email list.
- Opportunity for Sponsor Executive to be scheduled for interview to be aired as part of USHCC Foundation "Live Web Casting" of the Legislative Conference.

Latino Youth Entrepreneur Scholarship_

\$15,000

- Four (4) spaces at reserved VIP table of the USHCC Foundation at the Legislative Awards Dinner.
- Opportunity to distribute career and small business educational materials in the conference bag.
- Corporate visibility and recognition in USHCC Foundation E-Newsletter as well as through Live Web Cast via USHCC Foundation Online TV announcement E-Blast to over 40,000 email list.
- Corporate visibility and recognition through USHCC Foundation website as 2007 Legislative Conference Larino Youth travel, lodging and conference sponsor of 10 student participants selected by the USHCC Foundation in consultation with sponsor.

Notice: The United States Hispanic Chamber of Commerce Foundation is a rax-exempt not-for-proble founded in 1993 for the purposes of promoting sound economic well-being and empowerment of Hispanic owned businesses, the Hispanic business community, the Hispanic Chamber of Commerce nerwork (international, national and local), and improvement of the economic status of the Hispanic community through educational and other chambel emeans. It has been granted 501 c (3) Tax-exempt Status by the Internal Revenue Service and as such, contributions from benefactors, members and/or sponsors are generally deductible as charitable contributions under the Internal Revenue Service Code. Please consult with a rax advisor in order to determine the appropriate tax treatment of sponsorship, contributions and/or other donations in accordance with applicable laws. The Federal Identification Number of the USHCC Foundation is 52-1754621.

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USHCC Registration Form

Sponsor/Registrant Information

17th Annual Legislative Conference March 5-7, 2007

Name				Cancellation Policy: No returns will be provided after eve
Title	Company			The USHCC encourages its membership to participate in visi
Number of Employees Company Address				offices on Capital Hill to talk about our federal legislative ag
Company Address			· · · · · · · · · · · · · · · · · · ·	I would like the USHCC to set up Capital Hill meetin
City	State	Zip		I prefer to contact my Congressional representative t
Telephone ()				I would like the option to attend a White House Brie
Email				*Please note: White House briefing is tentative, pending Wh
Home Address				For White House Briefing and Congressional visits, please provide us wit
City	State	Zip		Name (as it appears on photo ID)
Chamber Affiliation (if applica				FirstMiddle InitialLast
USHCC Sponsorship Oppo				Date of Birth
Alianza Partnership	•		\$100,000	Social Security number
☐ Platinum Sponsorship			\$50,000	Method of Payment
☐ Legislative Awards Dinner*				Check enclosed in the amount of \$
☐ Legislative Luncheon* ☐ A Day on the Hill for Hispan				Bill the amount of \$ to my credit card
☐ Latina Reception*	·		\$25,000	VisaMasterCardAmerican Expre
Legislative Reception*	.,		\$25,000	Number Exp.
Concurrent Workshops* Legislative Agenda				1
☐ Chamber Executive Lounge		•••••	\$20,000	Authorized Signature
☐ Gold Sponsorship				Note: This application is a legally binding agreement. Author
Silver Sponsorship				Checks and money orders must be payable to either U.S. Hispa
☐ Conference Bogs			\$15,000	(registration and spansorships) or U.S. Hispanic Chamber of
Hotel Key Cards				[sponsorships] and mailed to 2175 K Street, NW, Suite 100, Wa
☐ Bronze Sponsorship				Authorized Signature Date:
Brass Sponsorship				Fax this form to (202) 842-3221 or register on-line at www.us
☐ Transportation to Capital				Natice: The United States Hispanic Chamber of Commerce is a non-p
White House Briefing*(tenke	divel (for sponsorship de	laits, please contact It	ne USHCCj	1979 for the purposes of promoting the development and growth of t
				been given a 501 (c)(6) tax status by the Internal Revenue Service, an benefactors, members and or sponsors are not generally deductible of
USHCC Foundation Spons	orship Opportunities	•		the Internal Revenue Code. This may not preclude treatment as a busi
(Check the options that apply)				a tax advisor in order to determine the appropriate tax treatment of
☐ Entrepreneur Investor Spons				accordance with opplicable laws.
☐ Venturer Sponsor Level ☐ Mentar Sponsor Level				The USHCC Foundation is a program-operating tax-exempt not-for-profit
Small Hispanic Chambers 6	xecutive Scholarship*		\$25,000	Section 501 c [3] rules of the Internal Revenue Service [IRS]. The United
Hispanic Business Policy Die	alogue Forums*		\$20,000	Commerce Foundation is a tax-exempt not-for-profit founded in 1993 to economic well-being and empowerment of Hispanic owned businesses,
Live Web Cost via USHCC				the Hispanic Chamber of Commerce network (international, national an
☐ Latino Youth Entrepreneur S	•		\$15,000	economic status of the Hispanic community through educational and off granted 501 c (3) Tax-Exempt Status by the Internal Revenue Service on
FOR INDIVIDUAL REGISTR.	ANTS: (Check the optio	ns that apply)		granted DUT c (3) tax-exempt Status by the internal Kevenue Service on benefactors, members and/or sponsors are generally deductible as cha
Full Registration (includes al	I meal events and reception	ons)	\$250.00	Internal Revenue Service Code. Please consult with a tax advisor in ordi
Legislative Awards Dinner Legislative Luncheon				treatment of spansorship, contributions and/or other donations in accor Federal Identification Number of the USHCC Foundation is 52-175462
гл гедиловия гонспвов	• • • • • • • • • • • • • • • • • • • •	•••••••••	3100.00	recent interimination regulated on the Cost CC regionalist 32-17-3462

ent date. ts to individual Congressional enda. igs on my behalf to schedule my own meeting fing* nite House confirmation h the following information: _Check #: ___ Date orized signature is required. nic Chamber of Commerce Commerce Foundation shington D.C. 20037. hcc.com. xolit organization founded in Hispanic owned business. It has id as such, contributions from as charitable contributions under iness expense. Please consult with sponsorship or dues amounts in organization as designated under I States Hispanic Chamber of it the purposes of promoting sound the Hispanic business community, ad locall, and improvement of the theorisable means. It has been and as such, contributions from siriable contributions under the least determine the conscripts lay. er to determine the appropriate tox dance with applicable laws. The

Advancing Lating Entrepreneyiship... It's Just Good Business

March 5-7, 2007

Ronald Reagan Building and International Trade Center Wishington, D.C. 17th Annual LEGISLATIVE CONFERENCE





2175 K Street, NW, Suite 100 Washington, DC 20037 Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number

NETWORKING

5PRING 2005

USHCC moves Capitol Hill

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Page 7

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Playania Anamber Excelence in Wisconsin

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Addresses Wealth Gap



How things grow.
by the purent of operating companies who purchased over \$5 billion of American commodifies last year.

More than the right scal or good weather, growth requires markets. And we create them.

Our operating companies purchase dairy products from Wisconsin and California for Kraft Natural Cheese, Grains from Illinois and Kansas for Post Cereals, Tobucços from Kannicky and North Carolina for Marlboro and Virginia Sims The finess agricultural products, for some of America's favorite brands.

Because while our name. might not mean much to you, It means everything to us Que name la Altria Group.



Altria

Kraft Foods Philip Morris International Phisp Morris USA altria com

NETWORKING

The Quarterly Publication of the United States Hispanic Chamber of Commerce

SPRING 2005

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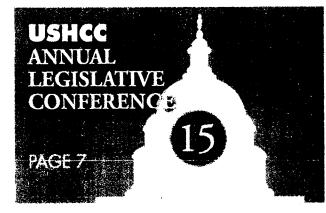
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Altria

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NETWORKING

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NETWORKING

is a publication of the United States Hispanic Chamber of Commerce (USHCO. The objetions and information expressed in guest columns; are those of the outhors and do not necessarily reflect the views of the USHCC. The USHCC welcomes contributing articles from its meighbers. For more information, contact its at uditic@grifu info.



¡Saludos!

It is my pleasure to welcome you to Networking, the quarterly journal of the US Hispanic Chamber of Commerce (USHCC). This first issue of 2005 heralds a "new day" for USHCC, as it begins its second quarter century as the premier advocate of the two million Hispanic owned businesses in the U.S.

Hispanic businesses comprise the fastest growing segment of American business. Our consumer purchasing power now exceeds \$700 billion and is projected to reach \$1 trillion by 2007. However, this doesn't include the revenue generated by the 8 to 10 million undocumented workers in the U.S. or by the more than 4 million residents of Puerto Rico.

Since my election as Chairman in September 2004, we have undertaken an aggressive analysis and assessment of the Chamber, and have redirected our operations, programs and finances to be a more responsive, proactive and efficient resource to our constituents.

Among the foundational cornerstones of my administration is the development of an aggressive and effective legislative agenda that establishes a bipartisan process to continuously advocate within the halls of Congress – a national Hispanic business agenda that is aligned with local, state and national Hispanic chamber interests.

Our newly revamped publication echoes the chamber's new direction as we've included new features and resources to better serve our constituent chambers, their member entrepreneurs as well as the corporate and government colleagues that request more information on this rapidly growing business sector.

As the USHCC's 15th Annual Legislative Conference begins, we celebrate the growing influence of Hispanics in the governance of our nation. With a renewed commitment to our constituents, we have prepared a vigorous legislative agenda addressing several key issues affecting the establishment, growth and expansion of Hispanic enterprises. We urge all of our members to participate. Inside you will find a schedule and agenda. Your participation at the policy making level is crucial to the achievement of our agenda on Capitol Hill.

Please take time to read the information included in these pages. And then save it as a resource. We hope that Networking becomes a reference and resource on all facets of Hispanic entrepreneurship.

As advocates for the Hispanic business community, as representatives of federal agencies, as managers of Fortune 1000 corporations, we must all do our part to create opportunities for Hispanic business owners to become part of the mainstream of American economic life.



United States Hispanic Chamber of Commerce

2004-2005 Board of Directors

Chair David C. Lizarraga, lös Angeles, CAS Vice Cháir

Frank Rivera, Phoenix, AZ *President & CEO*

Armando Ojeda

Legal Counsel Melinda Guzman Moore

Region I

Eric Carson, Waipahu, HI[†]
David C.: Lizárraga, Los Angeles, CA
Rafael Sanchez, Sacramento, CA[†]
Elizabeth Gallagher, Las Vegos, NV^{*}

Region II

Frank Rivero, Phoenix, AZ⁺
Tina Cordova: Albuquerque, NM
Jerry Natividad, tokewood, CO⁺
Peter A. Granillo, Tucson, AZ⁺

Region III

Massey Villarreal, Houston, TX**
Marc Rodriguez, Austin, TX
Paul Rodriguez, Kansas City, KS*†
Jéanette Hernandez-Prenger, Kansas City, MO

Region IV

Ruben Acosta, Detroit, MI
Vancent E. Rangel, Chicago, IL⁺⁺
George Franco, Milwaukee, WI*
Sandka Figueroa Bast, Highland Park, IL

Region V

Ed Diaz, Wheatley Heights, NY*+

Esperanza Porras Field, Morristown, NJ+

Alfred Placeres, New York, NY

Alex Gamia, Newark, NJ

Region VI

Jackie Rojas-Quiñones, Tompo, Fl Robert Chavez, Antioch, TN*+ Luis J. Torres-Llompart, Rio Piedras, PR+ Enid Toro de Báez, Hoto Rey, PR

- Denotes Regional Chair
- Denotes Foundation Chair
- * Denotes USHCC Foundation Board Member
- . Denotes USHCC Foundation Vice Chair

Staff

Armando Ojeda President & CEO

Frank Lopez President USHCC Foundation

Claudia Abuin Vice President International Trade

Lucia Cortes Assistant Coordinator Member Services

Rick Leal Special Assistant to the President

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Shana Mosher Director of Special Projects USHCC Foundation

Olga Quiroz International Trade Assistant

Randy Ramat Senior Manager Corporate Relations/Procurement

William Rodriguez Chief Financial Officer

Georgina Salguero Monager Events Services

Lourdes Santiágo

Vice President and Executive Producer "Hispanics Today"

Zelandia Tapia Disbursements and Billing

Connie Valiente Director Corporate Relations and Member Services



Massey Villarreal Chair of the Board USHCC Foundation



Frank Lopez President USHCC Foundation

Dear Friends,

The US Hispanic Chamber of Commerce Foundation is excited to let you know of our plans as we forge ahead with new ideas and new perspectives throughout the year. Our plans include unique collaborative efforts in leadership development opportunities and programmatic initiatives that will benefit a broader constituency.

Since 1993, our mission has been to help young Latinos reach their dreams of becoming successful entrepreneurs. This commitment remains and will continue to be strengthened. New on the horizon is a broader perspective in developing specialized programs with a more focused objective that will serve Hispanic chambers of commerce and the growing Hispanic business community across the country.

Through our efforts we plan to reach long-standing and newly established business owners with tools and resources that will provide them with access to opportunities in the areas of technology, procurement, corporate matchmaking, youth entrepreneurship, and leadership development. By working hand in hand with the United States Hispanic Chamber of Commerce and our mutual partners and sponsors, we will be able to maximize our efforts to build capacity, and increase entrepreneurship and business development. Also, our focus on the state of the economy vis-à-vis Hispanic entrepreneurs and Hispanic communities will center on results-oriented strategies. Stay tuned to our website for more details.

We are also excited to inform you about the formation of a Council of Economic Advisors. The Council will serve as a policy and research arm of the USHCC Foundation as well as a vehicle that will allow us to provide our constituency the most current news and information about economic trends, social and legislative issues as well as newly released policy studies and reports. The Council will comprise of renowned research scholars, social scientists and economists. In the area of technology, we will continue to expand our web-based projects through our Foundation Web Portal. In partnership with the USHCC, our new and existing partners will learn of some of the unique forward-thinking ways to build upon their investment and commitment to the Hispanic community.

We invite you to take a few moments to read more about the USHCC Foundation in Networking. Then, make plans to join us as we strive to open the doors to opportunity and economic empowerment for the Hispanic community.

Sincerely,

from Vinne Frank files

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ARMANDO OJEDA

USHCC
PRESIDENT & CEO

arly Spring 2004 a search committee formed, charged with finding a new leader for the United States Hispanic Chamber of Commerce. The committee, comprised of the USHCC Board's six regional chairs and representatives of corporate partner companies, had their work cut out for them; they needed to find someone to elevate USHCC's presence in Washington, DC as well as around our nation. Someone who could execute board policy and whose initiatives and outcomes would be aligned with the overall vision of the organization. The goal was to find a new president for USHCC by the September convention. Local chambers provided input on skills required in next president; this information was work d into the job description. The committee engaged an executive search firm; potential cand dates came from backgrounds ranging from orporate to government to chambers of con merce. All had fine qualifications; however, one stood above the rest.



Armando Ojeda comes to USHCC from the Michigan Hispanic Chamber of Commerce, where he served as executive director for over two years. In this short span of time he was able to revitalize the organization, going from managing crisis situations to earning a reputation for the positive impact the Chamber's work has on its constituents. The search committee selected Armando because he brings a diverse background of business operations, communications, and corporate reputation management to this leadership role. His reputation in Detroit was stellar, earned by his ability to bridge the gap between corporate and the community. Orlando Padilla, director of General Motors' Public Policy Center and member of the search committee, commented on his vision for USHCC in the coming years. "USHCC must become an institution that has impact, clout and influence, with the ability to make things happen and positively affect its constituents," commented Padilla, "Armando is the person who will move us in that direction."

The USHCC has a dedicated focus on the needs and concerns of its membership. USHCC is actively engaged in developing programs that will deliver tangible benefits and strengthen the capacity of our local Hispanic Chambers to enhance opportunities for Hispanic business owners and corporate partners. To achieve positive outcomes in these areas requires that USHCC maintain frequent and substantive communication with local Chamber leaders. Today, this is being carried out through initiatives that consist of holding USHCC Board meetings in various sites across the country and outreach to local Chambers by our six Regional Chairs.

USHCC is an established and credible organization that is now exercising considerable influence on issues that affect the growth of Hispanic business and the economic development of our communities. Through this and other media, including our nationally syndicated TV program, Hispanics Today, USHCC is giving America a glimpse of its economic future by telling the inspiring stories of successful Hispanic business owners.

"USHCC must become an institution that has impact, clout, and influence, with the ability to make things happen and positively affect its constituents. Armando is the person who will move us in that direction."

- Orlando Padilla, Co-chair, Search Committee

We asked Mr. Ojeda his vision as he takes the helm at USHCC: At this point in our history, a great upside potential exists for the time and resources invested into the Hispanic business community. From Fortune 1000 corporations to large established firms from Latin American countries to smaller yet substantial local businesses; all are actively seeking new consumer relationships as well as commercial exchanges with Hispanic owned enterprises. Why? Because of the rapid growth of Hispanic owned businesses and the increasing affluence of the Hispanic consumer market.

The United States Hispanic Chamber of Commerce is the advocacy organization through which the interests of our membership and the nation's two million Hispanic owned businesses are expressed. The USHCC is again resuming its preeminent role as an advocate for federal legislation to spur the growth of our businesses and address the concerns of Hispanic entrepreneurs. We are now positioned as an influential voice on important legislation such as Dominican Republic-Central American Free Trade Agreement (DR-CAFTA) and on issues affecting Hispanic businesses, including health care affordability and participation in federal procurement programs.

ARMANDO OJEDA

Born: Inglewood, California

Age: 56

Heritage: Mexican

University: BA, Michigan State University

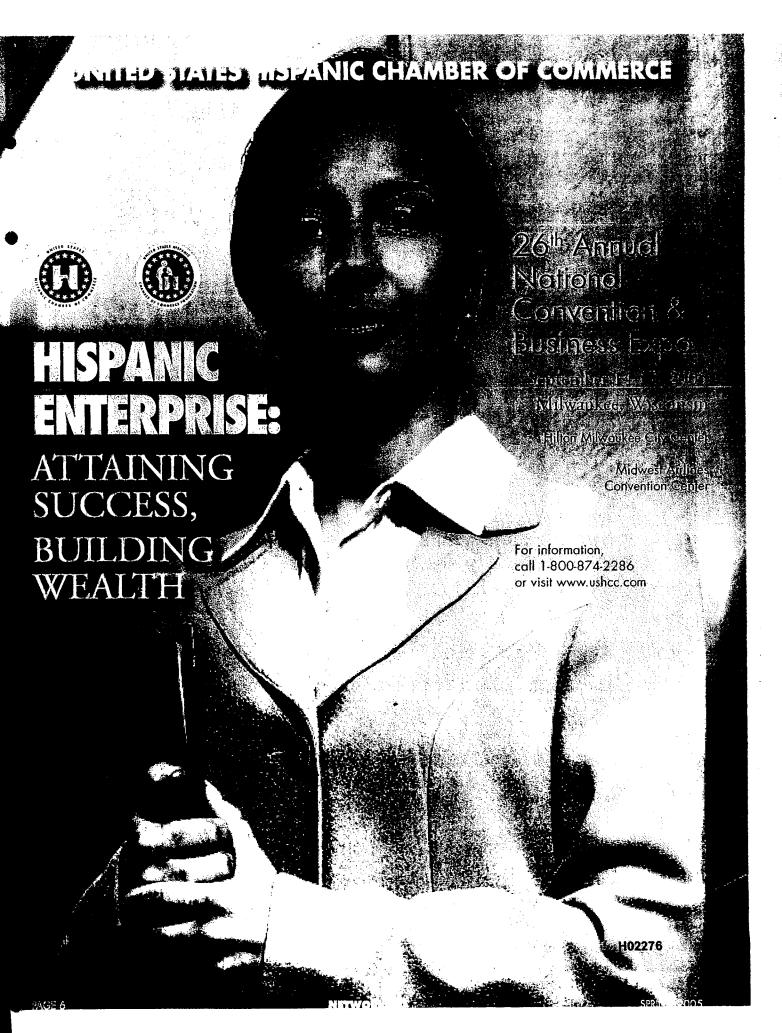
First Job: KMEX-FM in Tucson, Arizona

Work Experience:

- Executive Director
 Michigan Hispanic Chamber of Commerce
- Texas Regional Director
 Hispanic Scholarship Fund
- Vice President, Prevention, Safety and Health Levi Strauss & Co.
- Broadcast journalist with several Detroit television and radio stations

Family: Wife, Kathleen, and two children





ISHCC Moves

The New Legislative Agenda

This year's Legislative Conference, "The Power of Advocacy: Advancing the Cause of Hispanic Business," will be the first major event to take place under the new USHCC leadership; the agenda USHCC brings to the hill is stronger than ever. The two day event, taking place on April 19-20, 2005, is slated to bring the Chamber's most pressing issues into the limelight. Events include plenary sessions delivered by key members of Congress, as well as informative breakfasts and luncheons. Senators Ken Salazar (D-CO) and Mel Martinez (R-FL)

will be honored at the welcome reception; and
Lifetime Achievements Awards will be given
to Senator Orrin Hatch (R-UT) and
Senator Edward Kennedy (D-MA)
during the Gala Dinner at the
Ronald Reagan building in the
heart of Washington, DC.



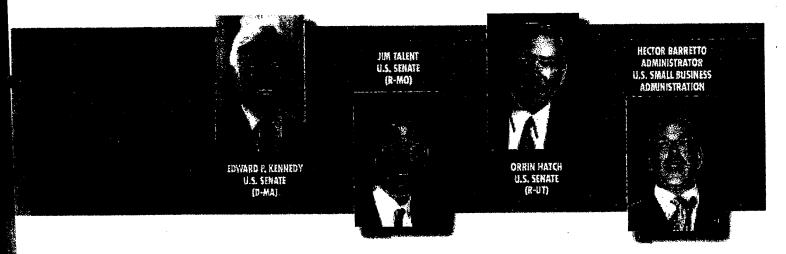
The program brings together Hispanic elected officials, members of Congress, government leaders, influential Hispanic entrepreneurs and members of corporate America to discuss the most current and critical issues affecting the Hispanic business community. National and local experts will discuss several major issues pending in Congress and the Presidential briefing will inform participants on how the current administration's plans will affect Hispanic businesses. Time has been allotted for participants to go to Capitol Hill and meet with their Congressional representatives. Member participation in this conference is of utmost importance in shaping current and future USHCC public policy and Hispanic business.

Many issues vital to the Hispanic business community will be addressed during the Legislative Conference, among them:

Republic), ensuring that bilateral trade flows freely between the regions. Because USHCC recognizes the economic benefits resulting from this trade agreement, the organization supports the passage of DR-CAFTA. However, USHCC also acknowledges the need to advance social health and workplace protections in the region, and advocates for monitoring of labor protection laws and commitment of resources to address healthcare issues for workers and families.

Guestworker Opportunities

Under current US law, employers may hire foreign temporary workers to fill jobs essential to the US economy. Some industries have stated that the existing programs do not allow for enough workers to meet demand and they can not find Americans to fill these positions. USHCC will



Healthcare Affordability

Unreasonable increases are causing Hispanic businesses to minimize their benefits packages and in some cases eliminate healthcare altogether. Small businesses have little leverage in negotiations with healthcare providers and are at risk of having to cancel insurance policies altogether because of one high risk employee. Possible courses of action include promoting small business tax credits, immediate tax deductions, as well as urging legislation of association health plans, which will lower costs for small business.

Small Business Tax Reform

Small business owners spend countless hours and billions of dollars each year filing tax returns. The current tax system is needlessly complex and in need of reform and simplification. USHCC is exploring ways to urge members of the House and Senate to simplify the tax code, in a way that is not detrimental to small business.

CAFTA

DR-CAFTA has been constructed to level the playing field between the US and Central America (including the Dominican support legislation that creates guestworker opportunities with a pathway to citizenship; incorporating a humanitarian component as well as reasonable numerical limits.

Advancing Procurement Opportunities

- Reciprocal Certifications: Currently small businesses must undergo separate certification processes at the federal, state and local level, as well as in the private sector. USHCC urges the creation of a certification program that offers reciprocity for those businesses that are SBA 8(a) certified, lessening the burden on the minority business community.
- Size Standards: USHCC will urge members of House and Senate Small Business Committees to conduct hearings on SBA's size standards to ensure standards match market conditions for minority small businesses.
- Transportation Equity Act Legacy of Users (TEA-LU):
 Urge members of House Transportation and Infrastructure
 Committee to maintain the provision for minority small
 business utilization in the final version of the Act.

- Credibility in Federal Small Business
 Reporting: Large businesses are
 mistakenly being coded as small
 businesses for award purposes; creating
 misleading figures for small business
 utilization. Congress must stop this
 so that the credibility of the Federal
 Government in meeting small business
 awards maintains intact.
- Contract Bundling: Work with members of the House and Senate Appropriations Committee to consider actions to improve small business participation and reduce contract bundling.

NYDIA R. VELASQUEZ ILS. HOUSE OF REPRESENTATIVES (D-NY)

GRACE NAPOLITANO U.S. HOUSE OF REPRESENTATIVES (D-CA)

USHCC will capitalize on the captive audience to announce a new tool that harnesses today's technology to drive their legislative agenda from a grassroots level. Individual legislator voting patterns are captured and tracked by this innovative system. For the first time ever, the USHCC and its constituents will be able to deploy action alerts straight from their PC to a legislator's desk. CAPWIZ will further increase the influence and presence of USHCC, their local affiliates and Hispanic Business members, and will soon be available to chamber members.

USHCC leadership is confident that this year's Legislative Conference will drive the legislative agenda to achieve positive reforms that will ultimately foster HBEs' growth. We hope to see you in Washington, DC this month!

15 USHCC ANNUAL LEGISLATIVE CONFERENCE

Tuesday, April 19, 2005

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Appointments

Welcome Reception

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Registration Continental Breakfast Legistative Plenary Sessions ,

- Small Business Tax Relief
- Healthcare Affordability
- MBE Policy Advocacy
- CAFTA & Guest Worker

11:30 AM - 2:30 PM

6:00 PM - 7:00 PM

7:30 PM - 10:00 PM

Presidential Briefing Legislative Awards Reception Legislative Awards Dinner

For latest schedule details and updates, visit www.ushcc.com.



USHCC FOUNDATION WEALTH

In the last few years, the United States Hispanic Chamber of Commerce (USHCC) has implemented programs and initiatives to help provide access to capital, support economic empowerment, encourage business growth and create wealth for its membership base. The USHCC Foundation, the nonprofit charitable arm of the USHCC, is broadening its mission this year by launching several programs that will serve as an extension of USHCC's efforts, but with a specific focus to narrow the wealth gap among the Hispanic community.

"The Wealth Among Hispanic Households," a Pew Hispanic Center analysis of data from the Census Bureau, found that the 2001 recession and the jobless recovery that followed were much harder on the net worth of minority households. Between 1999 and 2001, the net worth of Hispanic and non-Hispanic Black households fell by 27% each while the net

worth of non-Hispanic White households increased by 2%. On the other hand, there is some good news for minority businesses. According to a recent SBA Office of Advocacy report, from 1997 to 2001, minority-owned businesses expanded: 34% of Hispanic-owned establishments expanded; 32.1% of Asian and Pacific Islander-owned establishments expanded; 27.8% of American Indian and Native Alaskan-owned establishments expanded; and, 25.7% of Black-owned establishments expanded.

"Business ownership and entrepreneurship is a launching pad to wealth accumulation," said Massey Villarreal, Chair of the USHCC Foundation Board of Directors. "As Hispanic leaders and decision makers, we must make sure that our community can compete at a level playing field to join the society of ownership." The latest USHCC data shows that the majority of its

membership classify themselves primarily as professionals, business owners or managers, and work in education and professional service fields. Those that are

business owners are involved primarily in the areas of retail, service or construction.

Making the issue of wealth disparities among its newest priorities, the USHCC Foundation plans to convene the philanthropic community, Hispanic chambers of commerce, business leaders, housing experts, legislators and corporate partners. Among the goals is to engage a cadre of experts in a dialogue to address the problems that contribute to the wealth gap and find a solution to fix it.

"Business ownership and entrepreneurship is a launching pad to wealth accumulation..."

— Massey Villarreal, Chair, USHCC Foundation

USHCC Foundation wants to provide access to these same opportunities to its constituency - Hispanic chambers of commerce, Hispanic small business

owners and up and coming entrepreneurs. Yet, Frank Lopez, . USHCC Foundation president added, "Without meaningful opportunities that provide viable options to buy a home, educate, build skills, or nurture the entrepreneurial spirit, our community will continue to lag behind when it comes to wealth accumulation."

Economic disparities still exist among minorities

ADDRESSES

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Experts have long attributed the widening of the wealth gap to a series of obstacles including limited access to financial investment opportunities, homeownership barriers, and fewer assets that will help pay for the high costs of college tuition or to build a savings whether as a safety net or retirement. According to the Pew Hispanic Center study, the ownership of a home bears a strong relationship with the net worth of a household. Homeowners own more of other assets and have a huge advantage in net worth over renters and other households. Hispanic homeowners, in fact, have a net worth that is half the wealth of non-Hispanic homeowners. Non-Hispanic households are much more likely to own homes and that creates an even bigger gap in wealth across the two groups.

Current trends show that those who own a business are more likely to own a home, live in better neighborhoods, have their children attend better schools and enroll in a four-year college or university, and the family has access to better healthcare. The

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MIDDLE CLASS ATTAINMENT

75% of White households have attained middle-class levels a while lewer than 40% of Black and Hispanic households hav similar levels.

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FINANCIAL MARKET PARTICIPATION More than 25% of Hispanic and Black households, and only 6% of White households, own no assets other than a vehicle or unsecured

Source: "The Wealth Among Hispanic Households," Pew Hispanic Center, October 2004

USHCC FOUNDATION TO LAUNCH COUNCIL OF ECONOMIC ADVISORS

The USHCC Foundation is forming a Council of Economic Advisors (CEA). This advisory body to the USHCC Foundation will be composed of nationally recognized and credentialed economists, social scientists and sociologists.

Working in partnership with renowned Hispanic-focused think tanks, the Council's goals will be to mainstream Hispanic businesses, identify scholastic and applied research papers, lead public policy studies, and convene forums to define the state of entrepreneurship and economic development affairs that impact the Hispanic community.

"There is not enough research or data about Hispanics and the economy, business, wealth disparities, investing. By collaborating with experts we will be able to implement new research," said Massey Villarreal, Chair of the USHCC Foundation.

OZZ-DEE-BOO

Lederal Opportunities

guings, and an an applications of the small and dixers businesses and have learned its value in navigating the Edetal ploturement buseaucracy. Pronounced OZZ-DEE-BOO: the acronym OSDBU identifies an agency's Office of Small and Disadvantaged Business Utilization.

The Office of Small and Disadvantaged Business Utilization (OSDBU) is an advocacy and advisory office responsible for promoting the use of small, small disadvantaged, 8(a), womenowned, veteran-owned, service-disabled veteran-owned, and HUBZone small businesses within a federal agency's acquisition of contracts and services. Marketing to the federal government takes substantial effort, and the sales cycle is notoriously long. However, by getting to know the agency's OSDBU, HBEs can increase their chances of being awarded government contracts and reduce the time between marketing and making a profit.

The OSDBU is instrumental in establishing and maintaining an agency's small business preference goals, and facilitates identifying ventors that have been under-represented in government contracting; i.e., Hispanic-owned, women-owned, service disabled verterans-owned, etc. Similar to the supplier diversity function in the cotporate sector, the OSDBU itself is not a procurement office, but serves as a liaison between the small business community and the agency procurement officers. While it does not procure services or award contracts, they serve as a source of information on how best to market your small business to the agency. OSDBU directors and their staff may make introductions to contracting officers within

upcoming developments, pr the pipeline. As part of its n small vendor pool available training and technical assist

Each OSDBU office is diffesessions, where small busing on-one conversation with a opportunities in their industrial of information; agencies prequests for proposals (RF) tractors and the subcontra

Some offer vendor outreach owners can sign up to have a onegency specialist on upcoming COSDBU webpages are a wealth forecasts that announce upcoming others feature lists of prime conervices they seek.

The same with the contract

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Tinggous now a secasto know who account busines weedshors. With USHCE and government working together as the last secasto secasto happen."

Robert W. Faithful IV, Director

Department of the Interior, Office of Small and Disadvantage Business Utilization (OSDBU)

Make it a point to visit the website of the agency you wish to target, then make a call to the OSDBU director. While the OSDBU is headquartered in Washington, DC, an agency's regional offices provide the same function, albeit sometimes under another title. By forming a relationship with your local OSDBU, the next time something comes across their desk in your area of expertise, they just might think of your business.

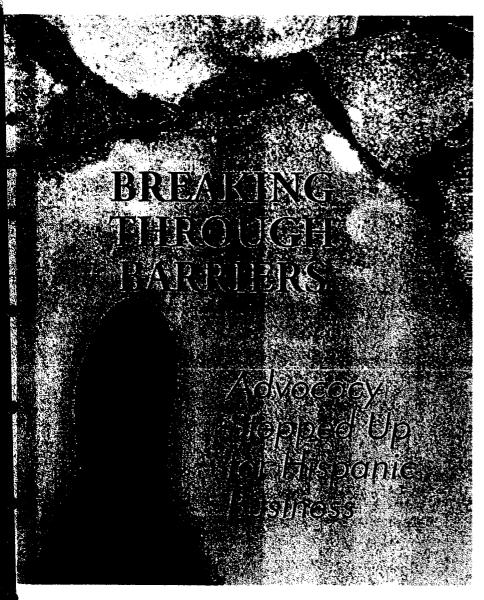
To find the OSDBU in a particular federal agency, enter OSDBU on the agency's website search. For comprehensive information on the OSDBU function throughout the federal government as well as events and resources of interest to small and diverse businesses, www.osdbu.gov.

15™ ANNUAL OSDBU PROGUREMENT CONFERENCE

Thursday, April 21, 2005 • 8:00 a.m. - 3:00 p.m.

The Show Place Arena 14900 Pennsylvania Avenue, Upper Marlboro, MD

Don't miss this opportunity to market your business! The conference offers educational seminars on doing business with the government, one-on-one counseling sessions with federal procurement personnel as well as a business expo featuring federal agencies, prime contractors and small businesses! See www.osdbu.gov for more information or to register online.



USHCC is currently working to understand the traditional lack of participation by Hispanic business in federal contracting. Chamber leadership is examining how they address the issue of advocacy of Hispanic Business Enterprises (HBEs) in the federal procurement process.

Years ago the Federal government formulated several programs to encourage the participation of small and disadvantaged businesses in the federal procurement process. These programs include self-certifying, as well as more stringent programs such as HUBZONE, SDB and 8(a). After experiencing sustained growth, the programs have matured and become institutionalized, achieving varying levels of success in each agency. In today's environment, it is harder for a

participant in these programs to be seen and heard.

Many barriers still exist for HBEs to obtain work with the federal government. Businesses headquartered in Washington, DC have more access to information on the procurement process. Disseminating information across the US has proved challenging for the government; therefore many HBEs are lacking an understanding of the procurement process. While highly encouraged, forming a relationship with the agency OSDBU may not be easy if your business is located far from agency offices.

Long term contracting vehicles, such as GSA schedules, have added additional barriers to entry. Substantial time is required for preparation and extensive price negotiations are the norm. Due to economies of scale, small businesses can't always match the prices of larger corporations. Unfortunately, these vehicles often predetermine who will be considered for government contracts. Designed to improve the efficiency of the procurement cycle, bundling was conceived during recent procurement reform. Bundling reduces the number of small contracts and places the responsibility of utilizing small businesses on prime contractors. Although subcontracting plans are required on substantial contracts, oversight is insufficient and can result in small business dollars being awarded to large corporations.

USHCC's new leadership has made easing opportunities to federal procurement one of the key issues on their agenda; striving to be more effective in educating HBEs about opportunities in federal government and the procurement process.

One of their first steps was to establish the Procurement Council, that addresses ways for USHCC to be a better advocate for HBEs in the federal procurement process, as well as examining reforms to ensure they are fair and equitable. Initiatives include:

- Working to maintain a ten percent provision for minority business in a major transportation act
- Reform of SBA's size standards
- Determining the effectiveness of the anti-bundling policy currently in place
- Establishing the basis for lasting relationships with OSDBUs from each agency

USHCC encourages HBEs to proactively seek federal work; the Chamber is working on behalf of HBEs to minimize the existing barriers.

MEMBER RETENTION: Time & Technology

The American Chamber of Commerce Executives (ACCE) discusses two strategies for member retention: membership tracking technology and a timeline for new member contact.



Membership data programs

Membership software is perhaps the most important item in the membership tool belt. At a minimum, database programs should allow you to track member information, contacts within an organization, event and committee participation, as well as financial information including dues and nondues. Programs should help you track referrals and report those referrals to your members efficiently and quickly. Reporting capabilities should provide a broad array of easy to use, easy to

understand reports to analyze member trends.

Contact and task reminders

Use electronic reminders to contact members at specific times throughout the year. Set a reminder to send an appropriate letter or e-greeting for join date anniversaries, birthdays, successful project completions, etc.

Online survey tools

In order to maintain effectiveness in the future, chambers need to have access to member feedback. According to a study in

the Harvard Business Review, the simple fact of asking a customer for his or her opinion about a company's performance was, in itself, a successful retention tool. By asking members for their feedback, we tell them they are important to us. Online survey programs are a cost-effective way to gather information and provide robust reports and push-pull marketing.

These tools should complement, rather than replace, personal contact. That is, the occasional hand-written note still goes a long way.

MEMBER JOINS

Upon processing a new member application, a welcome packet is mailed with a letter from chamber staff or executive. The packet includes everything our members should know about the chamber.

DURING THE

Invite member to attend a new member reception and orientation; which are held just prior to an evening networking event and include information about how members can utilize their chamber membership. New members are identified with a special nametag and are encouraged to stay for the event to maximize their networking opportunities.

AT TWO MONTHS

The member receives a letter explaining how to market the business through the Chamber. The letter includes information detailing both free marketing opportunities (example: listing in business directory) and paid (event sponsorship).

AT FOUR MONTHS

Member receives a call from your staff to see how things are going and answer any questions. Doing homework before the call is vitally important, such as measuring member participation to that point. This conversation uncovers any needs or opportunities to further provide the member with benefits and a return on the membership investment.

AT SIX MONTHS

A survey is sent out. The answers help determine members' interest in renewal, which in turn, allows for another six months to proactively address any concerns.

Source: American Chamber of Commerce Executives, www.acce.org

"This is an excitang and thallenging road, ...we are going to build appoint in mission to create oppointmings that will help expand business success and longeviry. It is meanabent upon as to help those businesses survivo. In angle having generations.

- Trenclopes W. C. Bounder in Progress

EMBARKING ON A NEW PATH

Foundation Emphasizes Building Capacity in 2005

The United States Hispanic Chamber of Commerce Foundation (USHCC Foundation) is recognized for opening the doors to entrepreneurship for the next generation of young Lating business owners and sustaining the economic well being of Hispanic owned businesses and Hispanic chambers of commerce across the country. This year, the USHCC Foundation is embarling on a new path that will concentrate on capacity building, enterpreneusship and business development. The Hispanic community, which is a driver of the US economy with a purchasing power reportedly at \$700 building, continues to be the fastest minority group to start new businesses at an estimated 1.6 million. The Foundation's direction is right on target. A recent analysis by the US Small Business Administration (SBA) found that minority-owned employer establishments had lower survival rates than non-minority-owned employer establishments. At the same time, minority-owned establishments had higher expansion rates and lower contraction rates than non-minority-owned establishments. The Hispanic business survival rate was highest in the manufacturing and retail sectors.

The USHCC Foundation will expand its reach to serve the USHCC chamber network and membership which is comprised largely of small business owners involved primarily in the areas of retail, service or construction. The SBA analysis shows that the survival rate of all U.S. businesses was highest in the manufacturing sector (74%), followed by services (72%), wholesale (71%), and agriculture (70%).

The Foundation will leverage corporate and public support to develop successful capacity building programs. One of the specific capacity building opportunities the Foundation will plan to offer in the future are Targeted Professional Development Scholarships to Latino small-business owners from various industries. "The success of our entrepreneurship programs has been due in large part to our partners and sponsors who embrace our mission to support entrepreneurs wholeheartedly. Now, Hispanic chambers of commerce will be able to take part in the Foundation's specialized programs and initiatives," said Frank Lopez.

FOOTNOTES

Dynamics of Minority-Owned Employer Establishments, 1997-2001, SBA, February 2004

CHAMBER ACCESS

USHCC FOUNDATION AND LIBERTAL DEVELOPMENT INITIATIVES

Local Hispanic Chamber of the Commerce and Latino/a. Enfrepreneur Capacity and the Leadership

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Access to Education & Business Development Capital

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Youth Entrepreneurship Training

Regional Latino Youlk Entrepreneurship
BizFest Training Comps: "National Lotal
Youth Entrepreneurship" BizFest Bestiles 2mi
Competition; "Financial Literary" BizFest Bistiles 2mi
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Procurement-Business & Workforce Development Initiatives

"Summer-in-Washington" Internship Program; Industry Specific "Youth Business Incubation" Program; "Access to Success" E-Mentoring Program; Youth Entrepreneurship Internet-based "Business to Business" Marketplace

Technology Support and Infrastructure Development

Internet Portal Website; Casa Cyber Community Technology Centers; "Gadgets for Success" Support Program; "National Latino Way" Annual Charitable Appeal and Employee Giving Compaign; USHCC Capital Building Compaign

CHAMBER ACCESS NET WORKING BRIEFS

AZHCC Presents Black and White Ball

The Arizona Hispanic Chamber of Commerce will hold its premier event, the Black and White Ball and 2nd Annual Business Awards on Saturday, April 23, 2005 at the Arizona Billmore Resort and



(r-l) Al Montoya, 2004 Board chair, Pat Quinn, Qwest President — Arizona, and Harry Garewal, President and CEO of the AZHCC pose for photo at last year's annual Black and White Ball.

Spa in Phoenix. The event will begin with a reception and silent auction, followed by dinner and dancing. "We are proud to celebrate the 47th year of this event which has become a tradition that our business community looks forward to every year," said Harry Garewal, President and CEO.

Presented by Qwest, the event's sponsors include Wells Fargo, American Family Insurance, City of Phoenix Aviation and Arizona

Public Service. Contact Chris Mendoza at 602-279-1800 or chrisjm@azhcc.com or more information.

Former President Bush Keynotes Houston Hispanic Chamber of Commerce Event

A longtime friend of the Houston Hispanic Chamber of Commerce (HHCC), former President George H. Bush, served as the keynote speaker at HHCC's 12th Annual Meeting & Corporate Partners Luncheon on March 1st.

Founded in 1977, the HHCC celebrated its 28th anniversary at



Rick Jaromitlo, Chairman, Houston Hispanic Chamber of Commerce and Former President George Bush

the event, recapped its 2004 accomplishments, elected new board members and outlined its plans and direction for 2005.

Hispanic Chamber of Commerce of Wisconsin Prepares to Host USHCC's 26th Annual Convention and Business Expo

The award winning Hispanic Chamber of Commerce of Wisconsin is hard at work preparing for the USHCC 26th Annual Convention and Business Expo, set for September 14-17, 2005, in the city of Milwaukee. The excited chamber staff has already put forth extensive efforts in fundraising and engaging all of Region IV in the planning efforts of what promises to be the best convention yet!

"We are working diligently to secure convention sponsors and the planning committee has done an incredible job in raising awareness about the convention," said HCCW's Director of Project Development, Debbie Kreitlow.

The traditional convention offsite event, this year themed "Latin Palooza," is set along the Milwaukee River at The Peck Pavilion, and will include a battle of the bands, local treats with a Latin flair, as well as a fireworks display. See page 17 of this issue for more on chamber activity in Milwaukee.

USHCC President and CEO Armando Ojeda to Keynote at HACCRI 5th Annual Banquet

The Hispanic American Chamber of Commerce of Rhode Island will celebrate its 5th anniversary at its Annual Meeting and Banquet on April 26, 2005 at the Rhode Island Convention Center. USHCC President and CEO Armando Ojeda will keynote the event to be held in conjunction with the Greater Providence Chamber of Commerce's 2005 Business Expo. The event begins with a cocktail reception at 5:30 p.m. For more information, contact info@haccri.org.



4th Puerto Rican Fiestas Patronales Held in Dania Beach, Fla.

The Puerto Rican Hispanic Chamber of Commerce of Broward County held its 4th Puerto Rican Fiestas Patronales and Business Expo from Feb. 10-13, 2005 in Dania Beach, Fla. The four-day event attracted several thousand attendees. The Business Expo generated over \$10 million in referrals and leads for business owners. Artists and artisans from Puerto Rico and



Frank Nieves, President, The Puerto Rican Hispanic Chamber of Commerce of Broward County, presenting an award to Cuban Peta, legend in the Dancing industry.

throughout Latin America exhibited (and sold!) their wares. The music line up included a roster of Salsa stars such as Ray Barretto, Tito Allen, Yolanda Rivera, Luisito Rosario, Luiguie Texidor, Puerto Rican Power and many others.

LBA Rolls out 2005 Capital Access Program (CAP)

The Capital Access Program (CAP), a unique equity-oriented program sponsored by the Latin Business Association (LBA), continues to build on its success from 2004. Launched last April and hosted monthly by the LBA Institute in Los Angeles, the program prepares members to participate in capital markets, and matches firms seeking equity capital with respected institutional investors.

"The structure of this program allows all of our members to grow comfortable with the equity funding process, while immediately satisfying the needs of many who are ready for institutional equity capital today," said Martha Montoya, LBA Capital Access Program Chairwoman. For more details, contact Marcela Gasanz at marcelagasanz@yahoo.com.

LET US HEAR FROM YOU!

Please send your chamber news, events, success stories, and items of interest to usbcc@grillo.info. We will collect information and publish in apcoming issues of NETWORKING.and our weekly espewisetter.



Exito!

Hispanic Chamber Excellence in Wisconsin

The Hispanic Chamber of Commerce of Wisconsin (HCCW), recipient of the Region IV Large Hispanic Chamber of the Year Award for the past nine consecutive years, will welcome thousands of visitors from across the United States, Puerto Rico and Mexico to the upsoming United States Hispanic Chamber of Commerce (USHCC) National Convention and Business Expo, scheduled for September 14 -17, 2005 in Milwaukee, Wisconsin. The city of Milwaukee continues to witness spectacular growth of the Hispanic community; according to recent census data the Hispanic population increased 107%. An explosion of Hispanic owned businesses has followed, partly due to the hard work of the HCCW.

When asked about this year's annual Convention, President & CEO Maria Monreal-Cameron exclaimed, "Hang onto your sombretos! We are geared up for this convention!" The HCCW will host a parade and an offsite event themed "Latin Palooza," during this year's convention, and has already received the support of local political and business leaders. A capital campaign for convention sponsorships has raised over one million dollars.

Ms. Monreal-Cameron, the driving force behind HCCW, has lived what many consider an extraordinary life. She is one of thirteen children born to Mexican immigrants, who played an active role in the lives of her six children as a fulltime mother before joining the HCCW in 1989.

A second capital campaign is responsible for two million dollars raised for the new headquarters of the HCCW, already known as the HCCW
Center for Economic and Business

Development. Proving their dedication to the Hispanic community, the HCCW stipulated in their contract solicitation? that every subcontractor working on the 12,000 square foot building must be a Hispanic owned business. The HCCW wanted a facility built by and for the Hispanic community. Ms. Monreal-Cameron explained, "I always preach to my constituents that we need to support one another. Look to the chamber membership directory and find out if there is a member that can accommodate your needs."

A 12,000 square foot building may seem like a lot for a four person staff; the HCCW also serves as the local office of the US Small Business Administration (SBA). Their facility functions as a small business incubator for over 30 Hispanic businesses. Not only does it provide incubator space, HCCW also serves as a one stop shop for information on growing a small business, including assistance in accessing capital. "There are obstacles and challenges in opening a small business and we are here to help," said Ms. Monreal-Cameron.

HCCW has established their 563-member chamber as a major player in the state of Wisconsin while affording many opportunities to its members. HCCW provides its members with an opportunity to speak out at monthly meetings. The chamber hosts an annual banquet, a quarterly business card exchange, and HCCWJobs.com, which connects talented Hispanic professionals with employment opportunities. And if that's not enough,

HCCW provides scholarships and support to future
Latino leaders. Three \$10,000 scholarships
and one \$1,000 scholarship are awarded
annually to young Latinos pursuing their
undergraduate studies.

"There are obstacles and challenges in opening a small business and we are here to help."

Maria Monreal-Cameron
President and CEO of the HCCW

H02287

GETTING INVOLVED

Why Mentoring Works

The USHCC Foundation has demonstrated a lasting commitment to giving Latino youth alternatives for preparation and life-long learning since it was formed in 1993 as a wholly independent subsidiary 501(c)3 of the United States Hispanic Chamber of Commerce (USHCC). Soon after its inception, the Foundation began to address some of the toughest educational issues facing Latino youth by offering a series of unique entrepreneurship development, training and mentoring opportunities to Hispanic high school and college-age students across the U.S., Puerto Rico and Mexico.

Through its all lances and partnerships the USHCC Foundation brings its motto, "Where Youth and Opportunity Meet" to life. The USHCC Foundation is credited to bridging the gap in student educational needs, providing scholarships, and creating alternative programs that strengthen entrepreheurial and skills.

The USHCC Foundation mentoring, and over the mentoring within The

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online mentoring students with professional dustries that are compatible ow, the Foundation will business-to-business, ge supplier-to-small

spanic chambers of rs and entrepreneurs JCCESS. For more ion.org.

"The elder has the wisdom, the youth have the hope"

-- Edward James Olmos Award-winning actor, producer, director & social activist

NTORING QUIETE ASSESSES

ere are 35.2 in hour views and leave ages 10 and 18 instructed to south only 25 million are currently instructional methodings.

46% of mentored students are less likely to start rugs, 59% are more likely to get better and 73% more likely to reach their National Mentoring Partnership Survey)

MENTE BENEFITS:

- Boosts confidence
 - Stays in school
- Improves academic skills
- Learns to access new resources
- Receives encouragement for new behaviors, attitudes and ambitions
- Increases ability to seek and keep jobs
- Has fun

MENTOR BENEFITS:

- peries es personal and professional
 - students achieve their immediate
 - reels an increased sense of responsibility and accomplishment
 - Has the opportunity to share knowledge and expertise
 - Contributes to the future success of mentees

 Has fun

H02288

exciting scholarship program in partnership

with Zalia. Our Foundation has a longstanding commitment

to supporting the communities where we operate and to contributing to organizations and

activities that work to

improve the quality of

life for our customers,

associates and neighbors."

"Through this scholarship program, Sprint is proud to support Latino students by encouraging them to pursue their academic and professional dreams while helping to prepare them for successful entrance into the economic mainstay of our society."

- David Thomas, Chief Diversity Officer, Sprint

Recent studies show that Latino college students do not attend the same caliber institutions as their White counterparts. Latinos are more likely to attend community colleges; if they do attend a four-year college it is often a less selective institution. This disparity is partly a reflection of differences in high school preparation but the overwhelming explanation is economics.

The Foundation's partnerships with Sprint, Zalia Cosmetics and May Department Stores will provide youth with scholarships to help them start or continue their higher education in telecommunications and business administration. Sharon Bateman, vice president of Corporate Communications for May, added, "We are very pleased to announce this

Teaming Up MAY for Education

For hundreds of young Latino students from around the country, the USHCC Foundation has fostered an interest in entrepreneurship as a career option while LATINO YOUTH EDUCATION attaining a college education. While it has become increasingly important to earn a college degree, the Hispanic population, which is the largest and youngest demographic in the U.S., has the most disproportionate number of college graduates.

According to the Center for Urban Education at the University of Southern California, out of a group of 100 Hispanic high school students, 55 will graduate from high school, 27 will attend higher education institutions and 10 will graduate. Adding to the burden, student grants are limited, states have cut budgets, and students are reluctant to carry loans. One study found that in 2003-2004, an estimated 250,000 prospective students were unable to attend college because of increased tuition costs or reductions in admissions.2 The USHCC Foundation wants to help change those dire statistics.

True to its mission, the Foundation continues to create new opportunities so that Latino students may reach their goals.

SPRINT, ZALIA COSMETICS, AND MAY DEPARTMENT STORES CONTRIBUTE TO

USHCC Foundation-Sprint Hispanic Youth Scholarship Program is available to students planning to enroll or who are currently enrolled in a community college or four-year institution as a full-time student and are interested in a career in telecommunications. Each scholarship award of \$1,500 will be given to 25 students. The Zalia Cosmetics and May Department Stores Scholarship Program is available to young Latinas studying business administration at a four-year university that is designated as a Hispanic Serving Institution. Each scholarship award will be \$2,000 with the option of yearly renewal. For more information or to apply online visit www.ushccfoundation.org.

FOOTNOTES

1 Trends 2005, Pew Research Center

CENDANT AND USHCC FOUNDATION OFFER 2005 SUMMER INTERNSHIP PROGRAM

Cendant Corporation and the USHCC Foundation have come together to offer internships to qualified Hispanic college students interested in business careers. Cendant's successful internship program places interns within its various business units, including Avis, Century 21 Real Estate, Ramada Inn, Orbitz and cheaptickets.com. Cendant partnered with the USHCC Foundation to identify and develop Hispanic talent to fill summer intern positions. Eligible students must be

enrolled in a two or four-year accredited college/university, have expressed interest through the USHCC Foundation "BizFest" program, and are looking to obtain handson experience in academic majors that match Cendant-related disciplines:

- Entrepreneurship
- Finance/Accounting
- Human Resources
- Information Technology
- Operations
- Marketing
 - Real Estate

Hiring managers from each requesting department will collaborate with USHCCF to select interns. Cendant will identify placement locations, and define the interns' learning/work scope, as well internship guidelines and procedures. The guidance and hands-on opportunity offered to students through the Cendant/USHCC Foundation 2005 Internship Program is invaluable and unique. Internships run from 10 to 12 weeks from May thru August. Visit www.ushccfoundation.org to apply online.

² Responding to the Crisis in College Opportunity, National Center for Public Policy and Higher Education

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EFITS & FEATURES

- E-learning courses and tutorials
- Address areas of legislative policy, economic empowerment, education, workforce development and business resources
- Learning materials compatible to other Internet connected devices such as laptops, web-enabled cell phones, and PDAs
- Discussion boards, guest commentary pages and calendar activities

Ive, learn and In fact, Trends 2005, a

w Research Center report and a Pew American Life Project survey declared,

the west has become the new normal in the American

In tespense, the USHCC Foundation has set out to create a Web Portal site that will provide a virtual e-learning environment.

Verizon Foundation has awarded the Foundation a \$250,000 grant to begin implementation. The sire will expand the reach of the Foundation's entrepreneurship training programs beyond young Latino audiences to members of Hispanic chambers of commerce, executives and entrepreneurs from the public and private sector. Users will be able to access an array of readily available resource tools that will help their businesses grow. This Portal is a dynamic web site serving as a gateway to resources.

"At the Foundation we have seen first-hand how the business community has been able to improve their operations, boost productivity and profitability, and gain new knowledge to stay competitive by understanding the value of going hi-tech," said USHCC Foundation President Frank Lopez. "As a Hispanic organization we want to offer new mechanisms to bridge the digital divide and encourage our target audience to use technology to their advaritage."

The Foundation's Web Portal will offer users specific tools and resources. For example, chamber members can customize a personal homepage to launch a business start-up; students can organize, study, do research, and connect with mentors; and those from the corporate environment can set up online storefronts for branding and marketing purposes and provide customer service support.

"One of the goals of our Web Portal will be to provide a range of business resources, from educational programming to training, specific to helping the Hispanic community build their competitive edge and increase their prominence in the marketplace and," said Lopez. "And with the commitment and participation of Verizon Foundation we will be able to begin to carry out our objectives and continue to bridge the digital divide.



Software Piracy

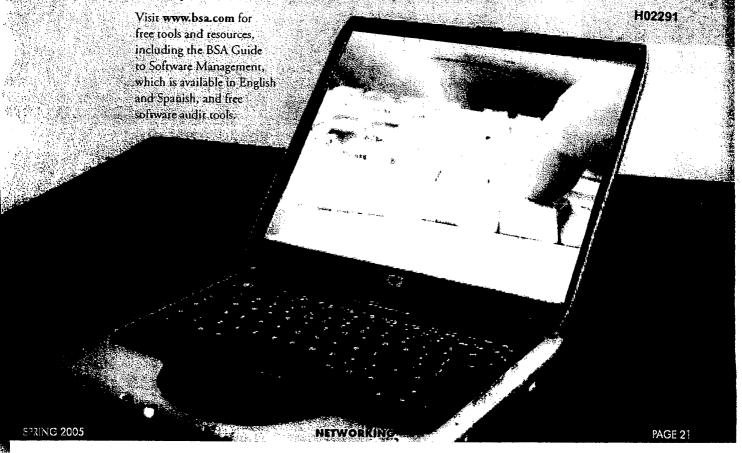
OPERATING WITHOUT A LICENSE

Millions of businesses depend on software. Whether it is for word processing, sending emails or for a computer-aided design (CAD) function, most businesses can't survive without software.

In a recent poll by Ipsos Public Affairs and commissioned by the Business Software Alliance (BSA), a global organization representing the leading software developers, the majority of professionals (89%) said software piracy is "a risk no business can afford to take." Yet somewhat alarmingly, nearly one in four (23%) says at least some software in their own workplace is used without proper licenses.

BSA offers the following tips to help businesses establish a software management program, and avoid the legal and financial risks of software piracy:

- Be a responsible software user. Develop a company policy on software and Internet usage and have employees sign it annually.
- Centralize software purchases. Punnel purchases through a designated internal authority such as a
 purchasing department.
- Require approval for software purchases. Require that all requests be in writing and secure management signature.
- Ask that employees submit written requests for new software and see that the software manager signs and authorizes these requests:
- Buy only from reputable dealers.
- Keep all invoices and licenses in one central file.
- Establish a regularly scheduled apidit of the company's software assets. Know what programs reside on your
 computers and network at all times.



"This grant will give job seekers who would otherwise be hindered by language or other social barriers the enhanced skills they need for good careers in the automotive industry."

> Elajpe L. Chao Secretary, U.S. Department of Labor

BMW & USHCC FOUNDATION SET Wheels in Motion

stration has identify the automate distry as a towth empty of the automate distry as a to the Census Burean, of the 340 m00 automotive technique alonwide, and 15,2% (or 127,680) are Hispanic Theorems of the praint is planted as in the property of the praint is planted as in the automotive productry. With significant investment from BMW of North America and a 136,000 grain from the Department of Labor, the USHCC Foundation has released more than \$375,000 in combined funding.

In a press release issued this yell labor Secretary Elaine

L. Chao said, "This grant will give job seekers who would

otherwise be hindered by language or other social barriers the
enhanced skills they need for good careers in the automotive
industry."

The Labor grant is part of a \$6.3 million automotive industry workforce development effort under the President's High Growth Job Training Initiative. This effort will be operated through Labor's Employment and Training Administration.

The grant will support the efforts of the USHCC Foundation and its partner, BMW of North America to boost the number of Hispanics as automotive skilled technicians nationwide and further promote careers in automotive service among qualified and/or interested members of the Hispanic community.

With the grant, the Foundation will participate in BMW\$ METRO 2 STEP, a service technician education program and match it with a coaching approach that includes one-on-one and follow-up mentoring. METRO 2 STEP will provide automotive industry career options with above average earnings for Hispanics: "The training and support offered by this project will help diversify the automotive sector workforce and reduce potential future labor shortages within the industry," said Assistant Secretary of Labor for Employment and Training Emily Stover DeRocco in the press release.

Program participants will receive a 20-week BMW manufacturer-specific training, bilingual tutorial material to study for the National Institute for Automotive Service Excellence (ASE) certification, and supervision from a BMW-certified mentor technician. BMW will also provide learning facilities, a certified staff, classroom and shop equipment, and training vehicles and aids. The program will be available in the greater Miami and greater Los Angeles areas.

METRO 2 STEP graduates will be able to pursue Master Technician status through the training network and the utilization of web-based technical updates available at the dealership center training classroom. Graduates will be placed in BMW dealerships in Miami and Los Angeles, and receive starter see of professional tools from Snap-On Tools. Participates the meet eligibility requirements and criteria. Please visits www.ushccfoundation.org for more information.



TELESERVICE AROUS & BEYOND THE CALL

contribute years in the making, Merkafon has managed to position itself as the #1 provider of teleservices in Mexico, and is fast becoming one of the top players in the US market. One would ask how the histineschas grown so quickly, in what has become an increasingly competitive market as more corporations have chosen to outsource there call centers.

Gerardo Estevane, head of the company's marketing effort, explained a number of the key factors for the company's success. Most important among these factors is the superior level of service provided in an intensity where the consumer satisfaction has recently declined. Secondly, bilingual operators greet both English and Spanish speaking callers with a voice on the other end of the call that is easy to understand. Merkafon trains their employees to speak a neutral Spanish, one that any Spanish speaker can comprehend. English is also clearly spoken in a neutral fashion — in response to complaints throughout the industry of call center employees that speak a heavily accented English that is hard for customers to understand. Merkafon offers a one-stop shop; its services range from telemarketing, to customer relationship management, voice and web-enabled teleservices, direct mail and database management. Employees work with clients from campaign strategy through execution, ensuring suffilment of client's goals.

Merkafon's nearshore location gives them a competitive advantage when compared with the competition. In a world where global sourcing has become the norm, companies seek the best value proposition, and often end up half-way around the globe. However, Merkafon's northern Mexico headquarters is close enough for US executives to see first hand the state-of-the-art technologies utilized to offer clients customized solutions, including English, Spanish or bilingual campaigns that consist of inbound and outbound calls or combination of the two.

Merkafon's reputation attracts top bilingual talent from local universities. Their HR strategy employs mostly part time employees, such as students preparing a career path or others that choose to work only part time. The company extensively cross-trains all employees and utilizes well-managed incentive programs to keep workforce content and energy level high.

As a result of their efforts Merkafon was named Vendor of the Year in 2002 by Sprint Corporation, exceeding demands of even the most particular clients.

H02293

Today, there are more than 1,500 web sites selling cigarettes and other tobacco products on-line' that compete with legitimate retail outlets. It has been estimated that by the end of 2005, illegal Internet tobacco sales alone will cost the states between \$1.4 billion and \$4 billion in tax revenues.2 U.S. Customs and Border Protection ranked cigarettes as the second most commonly seized commodity in the first half of 2004 for violation of intellectual property rights.3

Many Internet that are noted Imported (without evading of chi

the United States, sell cigarettes Such sales are illegal under the Federal repliance Act of 2000 and are subject to seizure and destruction in the purchaser. Some of these Internet cigarette vendors are also speciato age verification necessary to keep cigarettes out of the hands

its a strict policy against its customers selling its products on the Internet conducted in accordance with all applicable laws, including payment of and verification of the purchaser's age. So far, no Internet site has com-Morris USA's requirements.

LIP ADRRIS USA Combining Illegal tte Sales

large increases in cigarette excise texes can

encourage smokers to seek alternative retail

avoided, or evaded illegally, and counterfeit

merchandise may be sold as genuine product.

trademarks, cheat communities of needed tax

revenue, and undermine law-abiding retail

outlets.

venues to purchase their cigarettes, such

as the Internet, where state taxes may be

Illegal sales of cigarettes tarnish valuable

In addition, Philip Morris USA developed a Brand Integrity department in 2002 that attempts to disrupt the contraband cigarette supply channels. To date, the company has filed thousands of individual lawsuits against companies found selling counterfeit or contraband cigarettes, and continues to work closely with law enforcement authorities to reduce the number of illegal cigarette sales.

Philip Morris USA also advocates legislation that would provide law enforcement authorities with additional tools to combat

illegal sales of cigarettes, including provisions governing the sale of tobacco products over the Internet.

Some states have already enacted laws that restrict the sale and shipment of cigarettes over the Internet to consumers in that state. Others have enacted age-verification laws to ensure that children to not purchase cigarettes over the Internet. Depending on where you live, it may

> be illegal for a delivery service to simply leave a package of cigarettes in your mailbox when you're not at home.

> Philip Morris USA is extremely concerned about the sale of its cigarettes not in compliance with applicable laws. We urge federal and state governments to pass legislation that can help solve this problem.

For more information, visit the Philip Morris USA website at www.philipmorrisusa.com. Information in Spanish is available at www.philipmorriśusa.com/es.

Altria Corporate Services is a professional services organization that provides an array of services to the parent company, Altria Group, Inc. and its operating companies, including Philip Morris USA, Inc.

FOOTNOTES

- Forrester Research, Inc. (April 27, 2001); ¹ Online Tobacco Sales Grow, Stat Accounting Office, August 2002. "Internet Cigarette Sales," U.S.
- ester Research, Inc. (April 27, 2001); ² Online Tobacco Sales Grow, State "Internet Cigarette Sales," U.S. Ger tenting Office, August 2002.
- Department of Homeland Security 🐷 E IPR Seizures Mid-Year FY 2004.

NETWORKING PAGE 24 44.4

SPRING 2005



Job 1 miss another episode of Hispanics Today, SEICC's national yeekly syndicated felevision show. Now in its lifth season, Hispanics Today, gaches more than 20 million Hispanic viewers across the country, showcasing the contributions of Hispanic leaders in the bisiness, entertainment, politics, culture and sports, and addresses the issues that affect the Latino community.

Pléase check your local TV listings for dates and times

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UNITED STATES HISPANIC CHAMBER OF COMMERCE

SPRING 2004

NETWORKING



PRESIDENT BUSH
ADDRESSES USHCC 14TH
ANNUAL LEGISLATIVE
CONFERENCE







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NETWORKING

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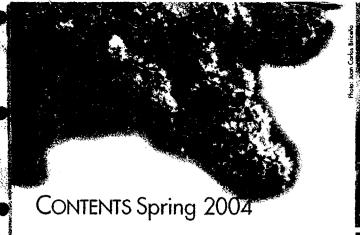
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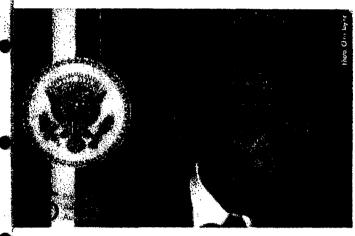
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"BizFest" Winners at the USHCC Legislative Conference



Dear Friends, .

Pelcome to the spring edition of our quarterly newsletter Networking. This issue highlights some of our current activities at the USHCC as well as our 14th Annual Legislative Conference held in March. As you can see on the cover, we were honored to have President George W. Bush address our audience of more than 400 Hispanic business leaders, entrepreneurs, corporate executives and Latino youth. It was a very exciting time for the USHCC.

Thank you all for attending and I look forward to seeing you later in the year at our 25th Annual National Convention and Business Expo, September 15-18 in Austin, Texas. The planning efforts are well underway and I hope to share more news about the convention real soon. The convention co-chairs are Gary Cowger, President of General Motors North America and J. Terrence Lanni, Chairman and CEO of MGM MIRAGE. Our convention host chair is Massey Villarreal, Region III Board Member and President of Precision Task Group in Houston. The USHCC Foundation will host its 4th Annual Golf Classic Tournament at the luxurious course at the world-renowned PGA golf pro Jack Nicklaus-designed Hills Country Club in Austin. For more information about the USHCC convention, golf tournament and other activities, visit www.ushcc.com.

Remember to submit your nomination for the USHCC Regional and National Awards for Hispanic Leadership and Business Excellence by June 30. Also Latina business owners should apply now for the Anna Maria Arias Memorial Business Fund Awards where they will be eligible to win a cash award of up to a \$5,000 – the deadline is July 1. You can download both applications at www.ushcc.com.

Over the past several months there have been several changes at the USHCC. The most recent change is that I asked the Board of Directors to allow me to step down as Chairman so I could devote all of my time and efforts as Acting President and CEO.

In the sprit of good organizational governance and responsibility, I felt that the powers of chair and president be separated. Every organization needs a good system of checks and balances.

Tina Cordova, the USHCC Vice-Chair was elected by the Board of Directors to become Chair of the organization. Ms. Cordova has served on the USHCC Board since 1999 and is a highly recognized and respected businesswoman from Albuquerque, New Mexico.

The USHCC will continue to provide you, our members and partners, with quality service and attention. If you have any questions, please feel free to contact me at 202-842-1212 or e-mail at jrgonzales@ushcc.com.

Sincerely,

J.R. Gonzales
Acting President & CEO



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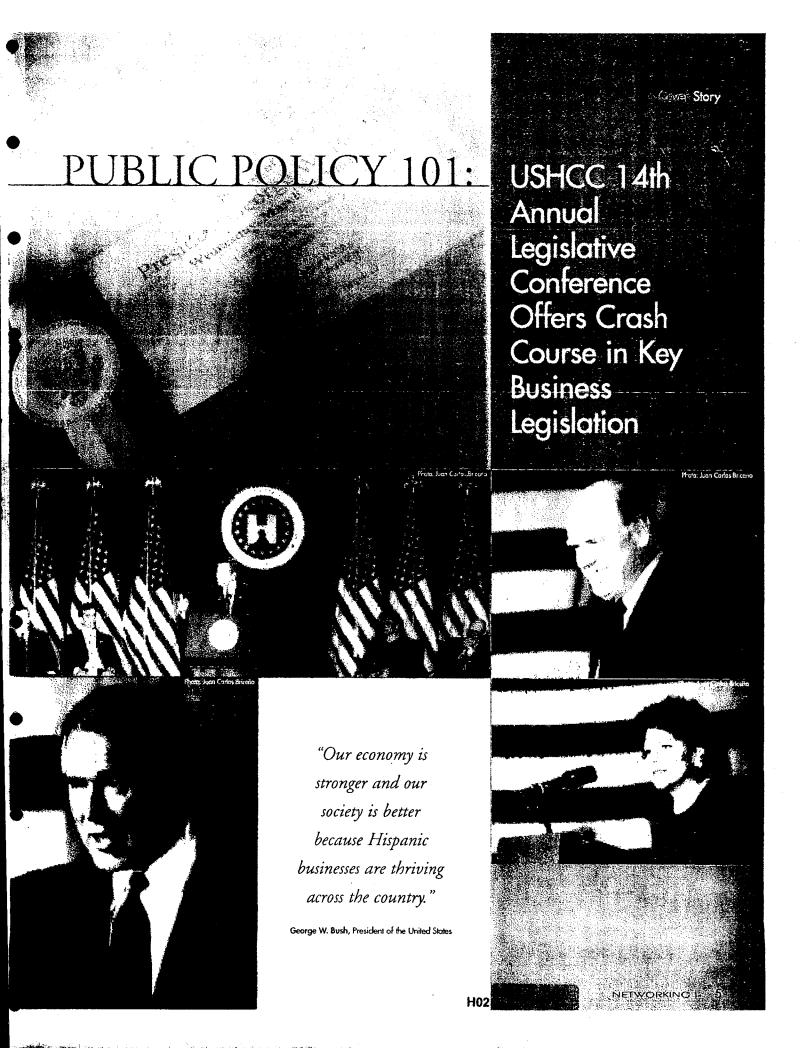
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SBA REAUTHORIZATION, PROCUREMENT, WORKFORCE, & HEALTHCARE



More than 400 participants of thek USHCC Legislative Conference listened intently to President George W. Bush at Presidential briefing in the nation's capital. At the USHCC briefing, President Bush. discussed his policies to strengthen the economy and help small businesses create jobs for all Americans. He touched on various areas including: opening foreign markets to U.S. products and services and providing a level playing field for American workers; creating the conditions for American companies of all sizes to compete with and outperform the world; and making sure that America's workers have the best skills and education in the world Also at the briefing was Treasury Secretary John Snow, and SBA Administrator Hector Barreto, joined by Tina Cordova, USHCC Chair and J.R. Gonzales, Acting President & CEO.

They came, they saw, they learned. For two days in March, more than 500 business owners, corporate leaders and local chamber representatives from throughout the country received a crash course in our nation's legislative process during the USHCC's 14th Annual Legislative Conference held in our nation's capital. Through a series of workshops, presentations and briefings, participants learned about major legislative issues that impact the Hispanic community—everything from legislation to reauthorize the Small Business Administration to proposals to address the impact of obesity on business.

For the first time the USHCC named a Chair for the Legislative Conference and that was Richard Macedonia, President and CEO of Sodexho North America. Participants also had an opportunity to meet Washington leaders who shape key legislation during one-on-one Capitol Hill visits and to network with other business owners and corporate decision-makers from around the country. During a briefing



Richard Macedonia, President & CEO, Sodesho North America and Rep. Bob Menendez (D-NJ)

about federal procurement, participants learned about what the gov-

ernment is doing to strengthen federal contracting opportunities for minority businesses and offered updates by lawmakers about several pieces of legislation pending in Congress (see sidebar on page 8). And, for the first time in USHCC history, every conference participant had an opportunity to hear President George W. Bush speak during a special briefing held at the Renaissance Washington, DC Hotel.

The conference featured several leading Members of Congress, including Rep. Ciro Rodriguez (D-TX), Chair of the Congressional Hispanic Caucus, Senator Harry Reid (D-NV), Senator John Cornyn (R-TX), Rep. Bob Menendez (D-NJ), Rep. Nydia Velázquez (D-NY), Rep. Chris Van

Hollen (D-MD) and Rep. Mike Castle (R-DE).



Senator John Comyn (R-TX)

At the conference, Senator Reid announced that he would propose a new incentive to help small businesses create good jobs. Reid stated

that "the bill would provide a small business tax credit, which would cover a portion of





Rep. Nyclia Velázquez addresses the Legislative Briefing

an employer's cost of health care. This measure will not only encourage small business to add workers and create jobs. It will also expand access to quality health care by encouraging businesses to provide health insurance for existing workers."

CHAMBERS Learn From Peers

The two-day learning experience kicked off with a Chamber Best Practices Session, where chamber representatives from throughout the country had the opportunity to hear about innovative chamber gov-



Richard Macedonia, Chair of the 14th Annual Legislative Conference

ernment relations programs. Six winners of the USHCC's newly created Political Empowerment Awards presented their award-winning public policy programs. The awards recognize member Hispanic chambers of commerce who have successful government relations efforts that help empower the local Hispanic business community.

Presenters included Brian Ayala, Chair of Government Affairs, from the Latin Chamber of Commerce of Nevada, Inc. (Region I); Anna Muller from the New Mexico 8(a) and Minority Business Association (Region II); Cynthia Sakulenzki, President and CEO of the McAllen Hispanic Chamber of Commerce (Region III); Juan Ochoa, President and CEO of the Illinois Hispanic Chamber of

"The legislative briefing is an opportunity for Members of Congress to communicate to the stakeholders of the USHCC what they feel are the most defining policies and how they pertain to Hispanic and minority business."

Tina Cordova, USHCC Chair

Commerce (Region IV); Alfred Placeres, President of the New York State Federation of Hispanic Chambers of Commerce (Region V); and Sara Gonzalez, President and CEO of the Georgia Hispanic Chamber of Commerce (Region VI).

During the Legislative Awards Dinner on Thursday, March 25, Cynthia Sakulenzki was announced as the USHCC's national winner

The McAllen Hispanic Chamber of Commerce, a city that sits on the Mexico-U.S. border, was instrumental in ensuring the protection of the \$700 million spent annually in the Rio Grande Valley region in Texas by Mexican shoppers. Using an aggressive outreach effort—that included everything from building coalitions with state officials, merchants and other key stakeholders in Texas to testifying before the Texas legislature—the McAllen Chamber convinced the state of Texas not to eliminate a widely beneficial initiative known as the Manifesto Program, which allows U.S. visitors to claim full rebate on the sales taxes paid on merchandise purchased in the U.S., if they take or ship the goods back to their country. The state of Texas decided in 2002 to eliminate the Manifesto Program. The chamber also helped address the concerns of fraud that the state had.

NETWORKING, Networking, Networking That's what it was all about at the various receptions and dinners held during the 14th Annual Legislative Conference. During the



Honoring Hispanic Leadership & Business Excellence



HERE'S YOUR CHANCE TO SHINE IN THE LIMELIGHT!

Showcase your business or even yourself, and let everyane know what a difference you have made in the Hispanic business community. Inspire others to achieve success such as yours and keep the spirit of "free enterprise" going strong. All United States Hispanic Chamber of Commerce (USHCC) members in "good standing" are encouraged to submit nominations for the Annual USHCC Regional & National Hispanic Leadership & Business Excellence Awards. These prestigious awards are given each year to extraordinary Hispanic chambers and businesses, as well as Corporate and Government Advocates that have attained or contributed to business excellence and leadership. The award also pays tribute to illustrious achievements and innovations that have made a measurable impact on the economic development of the nation's Hispanic community.

JUNE 30, 2004

For criteria information visit www.ushcc.com.



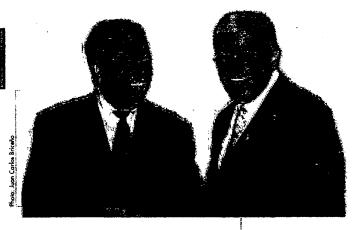
POOR NUTRITION IS BAD FOR BUSINESS, EXPERTS SAY

es obes, il rei only il de control de contro

Lect by Franceen Frieleld, RDF, DRLES National Director of Marketings and Nutrition for Sodewing Carporal Services, panelists highlighted the impose that poor relations and obesity is having the beatinesses. The point includes rebeing Reves Ph. 52 - RD Charles Reves Ph. 52 - RD Charles Processes Training the first panelists. Practices Charles Charles Charles Practices Charles Charles Practices Charles Westall, Director Government Affairs Food, Allrio Carporate Services and Donna Shields, MS, RD, Manager Nutrition and Health Communications. The Coca-Colo Company.

According to a study by the Center for Disease Control (CDC), in 2000 obesity and inactivity caused 400,000 deaths in the United States. In fact, obesity and inactivity accounted for more than 16 percent of all U.S. deaths, closing in on smoking as the nation's leading cause of preventable death.

Panelists said this translates into an unhealthy workforce and higher health care costs for businesses. "A strong relationship between obesity and the number of serious and costly chronic health conditions poses substantial challenges to the U.S. workforce," Friefeld said. "The increased prevalence of obesity among children and adolescents also makes health coverage less affordable."



Senator Paul Feleciano and Frank Lopez, President, USHCC Foundation

Welcoming Reception, chamber leaders and Hispanic business owners had an opportunity network not only with each other, but also with dozens of corporate representatives and Members of Congress. "The Dinner was a tremendous networking opportunity that gave me a chance to meet key leaders from the Hispanic community and Congress," said Gene Roth, Manager, Corporate Purchasing & Supplier Diversity, Enterprise Rent-A-Car.

THE A TO Zs, —— Of Legislation

During a Legislative Briefing, Members of Congress discussed key legislation highlighted in the newly released USHCC Legislative Plan Progress Report. The report outlines the USHCC's four major legislative priorities: access to capital for Hispanic business-owners, procurement, e-commerce and technology, and workforce development.

With the Legislative Report chamber members also met with their congressional representatives while in Washington, DC. More than 30 meetings were held. For a copy of the full report visit www.ushcc.com.

"The legislative briefing was an opportunity for Members of Congress to communicate to the stakeholders of the USHCC what they feel are the most defining policies and how they pertain to Hispanic and minority business," said Tina Cordova, USHCC Chair. "We always have a bipartisan delega-

tion of leadership representing both the Senate and the House and it was a

great opportunity for a business person like myself to hear from the policy makers."

During the Legislative Briefing, experts also discussed recent legislation in Congress to address the increasing prevalence of obesity in America and its impact on business. See side bar story "Poor nutrition is bad for business."

USHCC Honors National Leaders

The USHCC's 14th Annual Legislative Conference ended with the Legislative Awards Reception and Dinner, where several national leaders were honored for their contributions to the Hispanic and minority communities. The USHCC honored Hector Barreto, Jr., Administrator of the Small Business Administration, with the Chair's Award. Barreto was presented the award by J.R. Gonzales and Hector Barreto, Sr., one of the founding members of the USHCC.

Other prominent award winners included Norman Y. Mineta, Secretary of the Department of Transportation, with the President's Award. During the acceptance of his award, Secretary Mineta commented, "The work of the Chamber will be more important than ever before in ensuring that our economy keeps growing. The Hispanic population of the United States is expected to double by the year 2050. The drive, the energy and the innovation that the Hispanic community can bring to the econ-





Tina Cordova, USHCC Chair, and Cynthia Sakulenzki, McAllen Hispanic Chamber of Commerce

Magda Yrizarry, Vice President of Public Policy & Strategic Alliances of Verizon Communications

Hector Barreto, Jr. and Hector Barreto, Sr.

omy represents a potential that must not be overlooked."

Senator Paul Feleciano, Jr., Past-President of the National Hispanic Caucus of State Lifetime Legislators received the **USHCC** The Achievement Award. Foundation presented Magda N. Yrizarry, Vice President of Public Policy and Strategic Alliances of Verizon Communications, with a President's Award. The audience was captivated by Yrizarry's remarks and gave her a standing ovation for her words about the dozens of benevolent individuals who had helped her throughout her life.

In addition to national awards, the USHCC honored former President and CEO George Herrera with a special recognition and leadership award for his six years of dedicated service to the USHCC. The evening concluded with a special Viennese Dessert hosted by American Honda.

Why only about 16 percent of Hispanics attain a Bachelor's Degree, compared to 36 percent of White Americans and 20 percent of African-Americans was among the topics discussed at the USHCC's Foundation education panel at the USHCC Legislative Conference. A panel of education, corporate and government experts discussed the role of business to improve the educational outcomes of Latino students.

The panel, Closing the Achievement Gaps: Improving Educational Outcomes for Hispanic Children, titled after a 2003 study by the Tomás Rivera Policy Institute, focused on the factors that contribute to the educational disparities between Hispanic students and their non-Hispanic counterparts. According to the report, Hispanic students have the highest dropout rates

and the innovation that the Hispanic community can bring to the economy represents a potential that must not be overlooked."

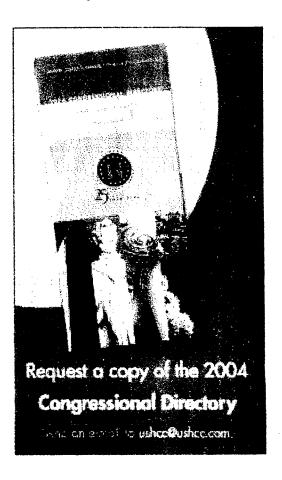
"The drive, the energy

Norman Mineta, Secretary of Transportation



George Herrera, former USHCC President & CEO





African-Americans and whites. They focused on how the business community can play a role in reversing these trends and stressed that the entrepreneurs can make a difference by helping young adults. Others commented that it is important to continue this dialogue beyond the session.

The panelists included Liz Burgos, Executive Director of the National Hispanic Caucus of State Legislators (NHCSL); Sarita Brown, Senior Fellow, Pew Hispanic Center; Texas State Representative Dora Olivo and Magda Yrizarry.

BIZFEST STUDENTS

Ten young Latino students came from Puerto Rico and Arizona to learn first hand about the legislative process while attending the USHCC's Legislative Conference in the nation's capital. The students are the winners of the National BizFest Competition that was held in Phoenix, Arizona last year. Upon their arrival the students were challenged to build upon the experiences they

With your financial support you can ensure that Latina youth gain access and achieve success in the world of business.

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learned during the BizFest sessions such as networking, fundraising and presentation.

The college and high school students from the USHCC Foundation's "BizFest" got an insider's look at our nation's legislative process when they attended the USHCC 14th Annual Legislative Conference in Washington, DC.

"BizFest" is the USHCC Foundation's signature youth entrepreneurship training camp and competition and has taught hundreds of aspiring entrepreneurs how to turn their ideas into profitable business ventures. These students were the national "BizFest" winners of 2003. "It was a great chance to learn about the legislative process and how politics and business interrelate. I was able to voice my opinion to Congress on the importance for Latino youth to be exposed to entrepreneurial programs and how government should federally fund programs that will give Latino youth the completive edge when applying to schools and jobs in the public and private sector," said Jesus Eguia, a student at the University of California in San Diego.

The students participated in a series of conference activities including being a part of the chamber delegations visiting members of Congress. Students met with Representatives Linda Sanchez, Nancy Pelosi, Charles Gonzales, Gene Green, Ciro Rodriguez and Ruben Hinojosa. For most of the students it was their first time visiting Washington, DC

and having the opportunity to hear the President speak in a public forum.

Quickly the students realized that the Legislative Conference also provided the opportunity to network with the hundreds of corporate representatives, elected officials and business leaders in attendance. Eguia added that the conference was a great learning experience and "even got a job offer while I was there."

"This was a valuable opportunity for these young people to learn first hand about our country's political process and how national legislation affects their everyday lives," said Frank Lopez, USHCC Foundation President. "Not only did they have a chance to meet key lawmakers through the Capitol Hill visits, they also learned about the most critical issues pending in Congress that impact the Hispanic community."

The students included: Celeste Lopez, University of Arizona, Tucson; Ruthie Fesahazion, Flowing Wells High School, Tucson; William Javier Soto de Leon, University of Puerto Rico; Claudia Camacho, Arizona State University; Jesus Eguia, University of California-San Diego; Marisela Celaya, Canyon del Oro High School, Tucson; Amarilis Granillo, Tucson Magnet High School, Tucson; Wanda Gomez Tavarez, Escuela Rafael Cordero Molina, Puerto Rico; Angel W. Figueras Torres, Colegio San Juan Bosco, Puerto Rico; and Orlando Lopez, Northern Virginia Community College.



"BizFest" Alumni, Ruthie Fesahazion visits Capitol Hill

Chamber Digest

OFFICE LAFOTS TIMA



At the Legislative Conference in March, the USHCC Board of Directors announced Vice Chair Tina Cordova as Chair of the Board while J.R.

Gonzales serves as Acting President/CEO. The seat of Vice Chair will remain vacant. Gonzales took over as Acting President/CEO in January.

COUPLAUDS SENATE

The USHCC applauded the Senate for passing the Improved Nutrition and Physical Activity Act (IMPACT Act) that will establish grants to provide health services for improved nutrition, increased physical activity, and obesity prevention. In a letter to U.S. Senate Majority Leader Bill Frist, the USHCC expressed its concern about the impact that poor health and nutrition is having on health insurance premiums for small businesses. The IMPACT Act legislation would address one of the most serious problems facing society today: obesity.

MASSE WILLARREAL NAMED



Ronald N. Langston, National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA) named

Massey Villarreal, CEO of Precision Task Group, Inc., a Houston, Texas-based technology firm to serve as a Co-Chair of the 2004 National MED Week Conference. "Massey Villarreal's proven experience as a current Board Member, a former Chairman of the U.S. Hispanic Chamber of Commerce (USHCC), and as Chairman of the Texas Association of Mexican American Chambers of Commerce (TAMACC) will make him an invaluable partner in this year's MED Week," said Langston.

The Minority Enterprise Development (MED) Week Conferences are the largest federally sponsored activities held on behalf of minority business enterprises. This year's National MED Week will be held September 7-10, 2004 at the Omni Shoreham Hotel in Washington, DC.

Villarreal was also named Convention Host Chair of the USHCC's 25th Annual National Convention & Business Expo to be held in Austin, Texas, September 15-18.

SIGC & WBENC SIGN MOU

The USHCC and Women's Business Enterprise National Council (WBENC) joined forces and signed a Memorandum of Understanding (MOU) to pursue activities that enhance the business opportunities, professional development and career advancement of Latina business owners and entrepreneurs. Both organizations will work on a series of efforts including: expanding the certification to a greater number of Latina business owners; enhancing procurement opportunities for Latina business owners through co-ventured activities such as a Virtual Trade Show and Federal Sector Procurement Council (Programs; and hosting local forums for women business owners. WBENC/USHCC will host a Virtual Trade Fair/Match-Maker in November 2004. For more information about WBENC visit www.wbenc.org.



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10

TIPS TO MAKING

THE AMERICAN DREAM COME TRUE

Buying a first home is one of the most important decisions a person can make. Coldwell Banker Real Estate Corporation offers tips for first-time homebuyers with a checklist of the 10 essential steps to help make the process smooth and successful.



Step #1: Ask Your Lender About Available Mortgage Programs: An experienced mortgage company should be able to work with you one-on-one to determine exactly which mortgage programs will meet your individual needs and what you can qualify for based on your personal information. With hundreds of available mortgage programs, there is usually one to meet the needs of almost any homebuyer. For those with excellent credit, there is even a way to get a mortgage with 0% down. (For more information, access www.coldwellbankermortgage.com.)

Step #2: Research the Terms of the Mortgage: Different mortgage lenders have varying price structures that can affect the amount that you pay for your home. An annual percentage rate (APR) includes the actual interest rate on the loan, as well as certain fees and costs associated with the loan. Because a customer may be paying "points" and other closing costs, the APR disclosed may appear to be higher than the actual interest rate quoted for the loan. Not all lenders calculate APR identically; however, it does give customers a relatively fair method of comparing price on their potential loans.

Step #3: Get a Pre-Qualified Loan Commitment: Even before the house hunting begins, homebuyers need to determine how much they can afford. Mortgage companies or other lending institutions provide pre-qualified loan commitments. Sellers often don't take an offer seriously unless the

prospective first-time buyer has some assurance of creditworthiness from a mortgage company. Coldwell Banker Mortgage offers qualified consumers pre-approvals, which carry more weight than a pre-qualification because a full credit report is ordered on the customer so that a true loan decision can be made the same day a customer applies.

Step #4: Do Your "Home-work": Be sure to go online to sites such as cold-wellbanker.com to check for listings, neighborhood information, current mortgage information and home ownership services. The right amount of research will help you to better understand the marketplace and homes available in your price range when you're ready to work with a real estate professional.

Step #5: Make a Checklist: To help make the home buying process a little easier, decide on your priorities. Location and the number of bedrooms and bathrooms are usually important. Also think about: What will the commute to work be like? Are there shopping centers, parks, and

schools located near the home?

Step #6: Find a Buyer's Broker: A buyer's broker or agent represents the buyer's interests and helps identify homes that are for sale and in the right price range. The broker also can help with such tasks as writing contracts, negotiating the asking price, and closing the purchase.

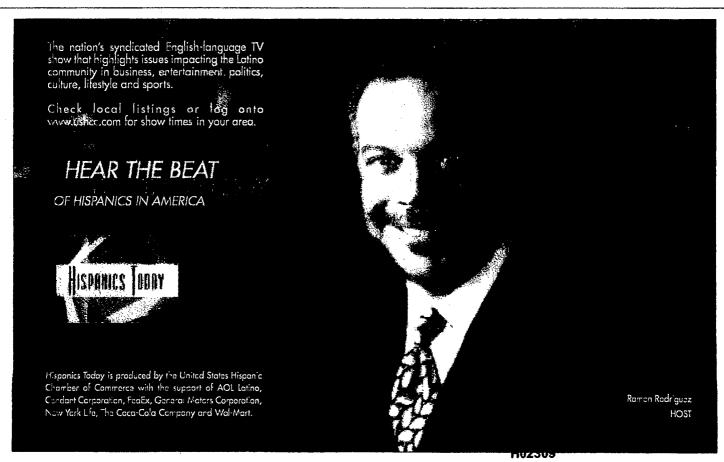
Step #7: Make an Offer: Once you find the right house, make an offer. Make sure that your offer is contingent on two items: 1) You're able to obtain adequate financing (if you haven't done so already), and 2) you can pull out if the property doesn't pass the home inspection, and the owner can't come to terms about how to fix the problem. Be prepared for counter-offers from other buyers and some negotiation with the seller. Make an earnest money deposit, which is a check that you'll give your agent. The check will apply toward the sales price if the deal goes through; if not, you get it back. Set a time limit with your agent that the offer is good for three days. If an offer is accepted, it goes to the contract phase.

Step #8: Hire A Home Inspector: Making an offer contingent on an inspection by a registered home inspector can save thousands of dollars by avoiding unseen problems. Inspectors will check the house for any structural damage. In the contract with the seller, it should state any necessary repairs that must be made before closing on the house. Prior to closing, walk through the house and check that such repairs have been completed.

Step #9: Buy Homeowners Insurance: Lenders require homeowners insurance to protect the new homebuyer's interests as well as their own. There are many providers so shop around for the best rates.

Step #10: The Closing: This is where the seller and buyer sign settlement-closing papers to transfer the ownership of the home and all transactions are finalized. Congratulations, you achieved the American dream and you are now a homeowner!

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REGIONA SMALL CHAMBER OF THE YEAR

We continue to celebrate the achievements of last year's USHCC's award winners. In this issue we tell you more about the Regional Small Chamber of the Year Award winners who were recognized at our 24th Annual National Convention in Phoenix, Arizona. These awards recognize chamber members who demonstrate exemplary commitment and dedication to the Hispanic business community. Here, we profile the San Mateo County Hispanic Chamber of Commerce and the Morris County Hispanic Chamber of Commerce—both recipients of the 2003 Regional Small Chamber of the Year Award—and learn that these are small chambers with big goals.

SAN MATEO COUNTY HISPANIC CHAMBER OF COMMERCE

For the San Mateo County Hispanic Chamber of Commerce (SMCHCC), receiving the Region I Small Chamber of the Year Award was a pleasant, but "unexpected" surprise. The general sentiment of the SMCHCC upon receiving the award was one of pure excitement and pride.

"The Small Chamber of the Year Award was totally unexpected. However, it came at a great time and offered a great deal of inspiration and incentive for the chamber to continue in its good works," said SMCHCC president Elizabeth Quiros.

In 2003, the SMCHCC worked more diligently than ever to better serve the local Hispanic business communities and set several milestones through their efforts. It was the year that the chamber not only achieved the highest membership rate, but also held the highest number of events for the Hispanic businesses of San Mateo County. One of the most noteworthy events was the 15th Anniversary Celebration and Hispanic Gala Night, held last November. At the

event, the SMCHCC honored Ruben Barrales, Deputy Assistant to President George W. Bush and Director of the Office of Intergovernmental Affairs, for his generosity and commitment to the Hispanic business community by naming him an honorary member of the SMCHCC.

"The Small Chamber of the Year Award was totally unexpected. However, it came at a great time and offered a great deal of inspiration and incentive for the chamber to continue in its good works."

The SMCHCC also successfully secured a deal with U.S. Bank that would help the chamber obtain a building to house the SMCHCC headquarters. "This is really exciting for us (SMCHCC). It is essential that we have our own space in which to operate. We have so many things that we'd like to do in terms of helping the community, and having something to call our own will better equip us to do that," said Quiros.

Another major accomplishment was a significant growth in membership. In the course of one year, the SMCHCC increased its membership from 10 to approximately 85 members. Quiros said this remarkable growth could be attributed to a more proactive outreach approach, including door-to-door solicitation. "We are extremely proud of our increase in membership and all of the hard work that it took to get there," beamed Quiros.

This year, the SMCHCC is prepared to tackle any obstacle in order to reach its goals for 2004. Among its most important goals is moving into its new building and developing similar partnerships with other major banks. Through these partnerships, the SMCHCC hopes to offer more services that will empower the local Hispanic business community, including community loans, entrepreneurial training, small business resources and instructional seminars.

MORRIS COUNTY HISPANIC AMERICAN CHAMBER OF COMMERCE

The Morris County Hispanic American Chamber of Commerce (MCHACC) honored to be acknowledged by the United

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"We were honored and extremely happy to be recognized on the national level

States Hispanic Chamber of Commerce (USHCC) as a Regional Small Chamber of the Year Award winner for Region V. Within the chamber, the award generated much gratification and the desire to achieve even higher goals in 2004.

"We were honored and extremely happy to be recognized on the national level by the USHCC. Our staff consists of all volunteer board members who selflessly devote their time and efforts for the advancement of our community. To be recognized was a thrill," said MCHACC president Wilmar Bolivar.

The year 2003 was an extremely busy one for the MCHACC. In addition to hosting its traditional events, the chamber coordinated many activities with other organizations such as SCORE, SBA and neighboring chambers. The MCHACC hosted numerous training seminars that took place on a bimonthly basis in both English and Spanish, and held roundtable discussions that featured several notable guests including New Jersey Senator Anthony Bucco,

by the USHCC. Our staff consists of all volunteer board members who selflessly devote their time and efforts for the advancement of our community.

To be recognized was a thrill." Wilmar Bolivar, MCHACC President

Congressman Rodney Frelinghuyesen, Brigadier General Bernardo Negrete, and several of the county's mayors.

Also last year, the MCHACC formed the Esperanza Scholarship Foundation. The foundation, named after a MCHACC founder and USHCC Board member, Esperanza Porras-Field, was designed to give Latino youth and deserving young adults in Morris County an opportunity to further their education at an established learning institution. Currently, the Hope Scholarship Foundation is awarding "La Esperanza Scholarship", a scholarship for qualified candidates to attend Fairleigh Dickinson University in Madison, NJ.

For the MCHACC, the pinnacle of 2003 was the USHCC's 24th Annual National

Convention. In addition to the Regional Small Chamber Award, the MCHACC went home with four awards: Regional Business Woman of the Year: Maria Teresa Valero, Regional and National Government Hispanic Business Advocate of the Year: Wilfred Chabrier, and a scholarship awarded to Wilmar Bolivar by the Chamber Executive Development Scholarship Fund. Porras-Field, a MCHACC board member, was also re-elected to the USHCC Board of and named regional chair.

The MCHACC is more than ready to take on the challenges and rewards to come in 2004. The MCHACC is also very much hoping to win National Small Chamber of the Year at the USHCC's 25th Annual National Convention in Austin, Texas.

Note: The Hispanic Chamber of Commerce of Minnesota was also a recipient of the Regional Small Chamber of the Year Award but they were featured in the Fall 2003 issue of Networking.



Dedicated to the memory of Anna Maria Arias (1960 – 2001) Publisher, Businesswoman and Champion of Latina Entrepreneurship

Deadline: July 1, 2004

Anna Maria Arias Memorial Business Fund

In recognition of Anna Maria Arias' mission to promote Latina entrepreneurship, Wells Fargo has collaborated with LATINA *Style* Magazine and the United States Hispanic Chamber of Commerce to establish the Anna Maria Arias Memorial Business Fund. Now in its second year, the Fund is a tribute to her dedication and commitment. Through this program, cash grants of \$5,000 will be awarded to ten Latina business owners across the nation who exemplify those business practices and support principles that Anna Maria championed. For more information or to apply, please visit wellsfargo.com/biz, latinastyle.com or ushcc.com.





LatinaStyle

This public service announcement is made possible through an alliance among Wells Fargo, United States Hispanic Chamber of Commerce and LATINA Style Magazine in support of the Anna Maria Arias Memorial Business Fund. © 2004 Wells Fargo Bank, N.A. All rights reserved. Member, FDIC.





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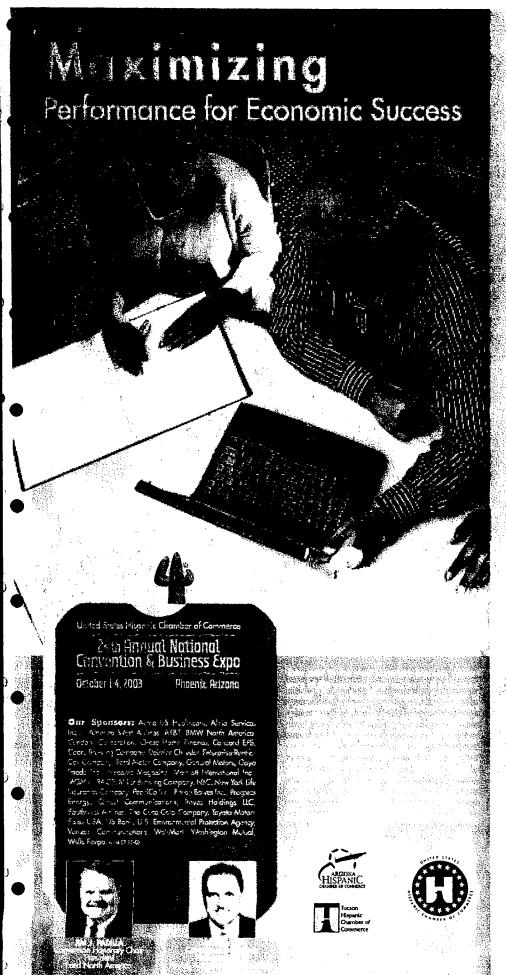
USHCC FOUNDATION

BIZFEST GOES BEYOND THE CLASSROOM

FHOENIX LATINA LEADER GIVES BACK

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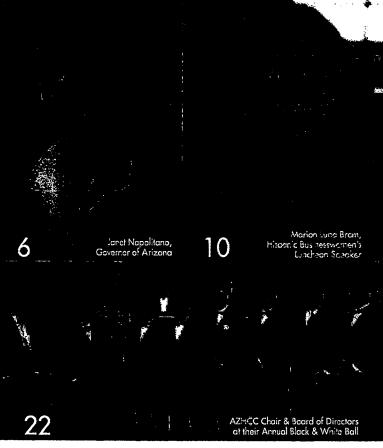
NETWORKING is a publication of the United States Hispanic Chamber of Commerce (USHCC). The opinions and information expressed in guest columns are those of the authors and do not necessarily reflect the views of the USHCC. The USHCC welcomes contributing articles from its members, for more information, contact the Communications Department at (202) 842-1212.

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Dear Members,

Welcome to the convention preview edition of our quarterly newsletter *Networking*. The 24th Annual National Convention will be held October 1-4, in Phoenix, Arizona. This year, our speakers and presenters, programs, business sessions and chamber training will reflect the convention's theme, "Maximizing Performance for Economic Success."

The convention Honorary Chair is Jim J. Padilla, Executive Vice President of Ford Motor Company and President of Ford North America. Our convention host chair is Ray Arvizu, President/CEO of the Phoenix-based Arvizu Advertising and Promotions. Our local host chambers, the Arizona Hispanic Chamber of Commerce (AZHCC) and the Tucson Hispanic Chamber of Commerce (THCC), are helping to promote the convention and what it has to offer the state of Arizona. By the way, make plans now to also attend the local chambers event Arizona Fiesta! scheduled for Thursday night.

The official kick-off of the convention is on October 1 with the USHCC Foundation's 3rd Annual Golf Classic. Charles P. Garcia, President/CEO of Sterling Financial is the Honorary Chair of the Tournament that will be held at the Arizona Biltmore Country Club. The Golf Classic is a fundraiser for the Foundation's Youth Entrepreneurship Initiative and I hope you will all take part in this fun event. I am also pleased to announce that Arizona Governor, Janet Napolitano, will join us at the Awards Gala.

The convention will begin with special greetings from Phoenix Mayor Skip Rimsza. A dynamic plenary session titled "Women In Power" will feature some of the nation's top Latina business owners and executives. Lisa Quiroz, Publisher of People en Español, will moderate the session. Business success story Marion Luna Brem will join us as a guest speaker at the Hispanic Businesswomen's Luncheon. Brem's story is one of tragedy and personal triumph that will inspire us all.

At the Expo we expect more than 200 exhibitors including Fortune 500 companies, government agencies and Hispanic chambers, as well as a delegation from Mexico and Puerto Rico. The USHCC Foundation will host a Youth & Career Pavilion geared to help young Latinos obtain information and advice on career opportunities. Convention registration and information is available online at http://events.ushcc.com

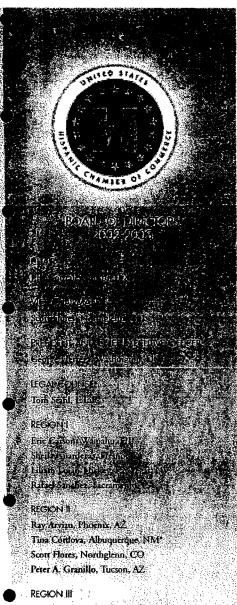
Rest assured, this year's convention will offer four full days of learning, information sharing, networking and opportunity.

I look forward to seeing you in Phoenix.

Sincerely,

George Herrera
President and Chief Executive Officer

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REGION III

Marco Arredondo, P.E., Portland, TX

J.R. Gonzales, Austin, TX

Paul Rodriguez, Kansas City, MO

María Guadalupe Taxman, St. Louis, MO*

REGION IV
Juventino Cano, Aurora, IL
George Franco, Milwaukee, WI
Joseph Lopez, Cleveland, OH*
Vincent Rangel, Chicago, IL

REGION V

Ed Diaz, Huntington Station, NY
Charles Gonzalez, New York, NY
Esperanza Porras Field, Morristown, NJ
Elizabeth Lisboa-Farrow, Washington, DC

REGION VI Alex Chávez, Sarasota, FL Robert Chavez, Antioch, TN Luis Torres Llompart, Rio Piedras, PR Raiza Tamayo, Orlando, FL*

* Denotes Regional Chair

CONVENTION Gears Up for Phoenix

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Jim Pacilla, President of Ford North America was named Flonorary Chair of the United States Euspanic Chamber of Commerces 24th Annua National Convention and Business Loco h

FOR AVAILABLE SETTING TO THE SUPERISH AND ADVANTSING IN PROBE THE SUPERISH AND ADVANTSING IN PROBE THE SUPERISH
The convention will looks on the accomplishments of Hispanic entrepted neurship and its influence on the nation. Issues that affect the Hispanic so small business community swell as wealth creation, homeownership, financial planning and workforce development will also be among the topics of discussion. Maria Atica, host of Hispanics Today, will be the mistress of ceremonies.

Padilla said he is honored to help the USHCC promote entrepreneurship & during Ford Motor Company's Centennial year. "Henry Ford was a true." entrepreneur, and he also was among the first business leaders to recognize the value of a diverse workforce and open his doors to everyone," Padilla said. "As Ford celebrated its 100th anniversary on June 16, it is fitting that we support the Chamber's many worthwhile economic development programs.

"I am delighted to have both Jun and Ray serve as the honorary chair and convention host chair respectively, for this year's annual convention. With their participation and support, I anticipate the Phoenix convention to be a history-making endeavor in the state of Arizona," said George Herrera, USHCC President and CEO. "We hope to empower our community with the skills, knowledge and expertise so that each of us may maximize our individual performance to create collective economic success."

The USHCC expects to generate nearly \$5 million in revenue for the city of Phoenix by attracting more than 5.000 business owners, government leaders, national and local elected officials, and corporate executives from around the country. Together with the Arizona Hispanic Chamber of Commerce and the Tucson Hispanic Chamber of Commerce, convention participants will connect with corporate and government buyers, discuss

Schedule of Events

Tuesday, September 30, 2003

6:00 PM - 8:00 PM

USHCC Foundation 3rd Annual Golf Classic Reception

Wednesday, October 1, 2003

6:30 AM - 3:00 PM 7:00 AM - 8:00 AM

8:00 AM - 8:00 PM

USHCC Foundation 3rd Annual Golf

Classic Tournament Golf Breakfast Registration

8:00 AM Golf Classic Tee Off 1:30 PM - 3:00 PM Golf Awards Luncheon

Exhibitor/Youth & Career Pavilion Move-In 3:00 PM - 8:00 PM 6:30 PM - 9:00 PM

Opening Reception 9:00 PM - 12:00 AM Hospitality Night

Thursday, October 2, 2003

7:00 AM - 7:00 PM Registration 7:00 AM - 8:00 AM **BizFest Registration** Exhibitor/Youth & Career Pavilion Move-In 8:00 AM - 6:00 PM

8:30 AM - 10:00 AM Opening Breakfast* 10:00 AM - 10:15 AM BizFest Orientation

10:15 AM - 12:00 PM Plenary Session: Women In Power

10:15 AM - 12:00 PM **BizFest Training Sessions** 12:15 PM - 1:30 PM Hispanic Businesswomen's Luncheon* 1:45 PM - 5:00 PM Chamber Training - Part One

1:45 PM - 5:00 PM Procurement Networking Seminar **BizFest Training Sessions** 1:45 PM - 5:00 PM

8:00 PM - 12:00 AM Arizona Hispanic Chamber of Commerce & Tucson Hispanic Chamber of Commerce Arizona Fiestal

Friday, October 3, 2003

7:30 AM - 4:30 PM 8:30 AM - 10:00 AM 10:15 AM - 10:45 AM

10:15 AM - 11:45 AM

12:00 PM - 12:30 PM

12:30 PM - 5:00 PM

3:00 PM - 4:00 PM

Registration International Breakfast* BizFest Training Sessions

Plenary Session: The Business Case for Affirmative Action

Concurrent Business Workshops

* Financial Planning International Trade

. Doing Business in the Public/Private Sectors Business Expo Ribbon Cutting Ceremony Business Expo and Youth & Career Pavilion

Open

BizFest Training Sessions 1:30 PM - 5:00 PM USHCC off-site event 8:00 pm - 12:00 AM

Saturday, October 4, 2003

8:00 AM - 9:00 AM 8:00 AM - 3:00 PM 9:00 AM - 12:00 PM 9:00 AM - 10:30 AM

10:00 AM - 3:00 PM

10:45 AM - 11:45 AM 12:00 PM = 1:00 PM 12:00 PM - 1:30 PM 1:30 PM - 4:00 PM

3:00 PM - 8:00 PM 6:00 PM - 7:00 PM

7:00 PM - 9:30 PM 9:30 PM - 1:00 AM BizFest Breakfast Registration BizFest Training Sessions

Chamber Training - Part Two

Business Expo and Youth & Career Pavilian Open

National Delegate Caucus Regional Delegate Caucus BizFest Luncheon

BizFest Presentations & Awards Ceremony Exhibitor/Youth & Career Pavilion

Move-Out Pre-Gala Reception (Black Tie) Awards Gala Dinner* (Black Tie)

Austin Ball*

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Sunday, October 5, 2003 8:00 AM - 2:00 PM

Exhibitor/Youth & Career Pavilion Move-Out

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Schedule subject to change. Vish http://rvet.rs.ashcc.com/fu// qelates

strategic alliances for economic development and explore business and career opportunities.

The official kick-off of the USHCC Convention begins Wednesday, October 1; at the USHCC Foundation's 3rd Annual Golf Classic at the Arizona Biltmore Country Club in Phoenix. Charles Patrick Garcia, Chairman and CEO of the Sterling Financial Investment Group, will serve as the Honorary Chair of the Golf Classic. Sterling Financial was named the eighth fastest growing privately held company in the U.S. by Inc. Magazine, All proceeds from the Golf Classic will benefit the Foundation's Youth Entrepreneurship Initiative. The USHCC Foundation will also host the National Youth Entrepreneur. "BizFest" and "BizFest" Competition. The "BizFest" is a hands-on practical three-day training camp where Latino youth learn about entrepreneurship and compete for cash prizes and awards.

Phoenix Mayor Skip Rimsza has declared October 1-4, 2003, "USHCC Week in Phoenix."

On October 2, Mayor Rimsza will deliver welcome remarks at the Convention's Opening Breakfast, followed by the plenary session enritled "Women In Power" that will feature some of the country's top Latina business owners. Lisa Quitoz, Publisher of the country's best-selling

Hispanic magazine *People on Español*, will introduce the session with the results from the magazines 2003 Hispanic Opinion Tracker (HOT) Study, the most extensive, comprehensive and revealing study of Hispanic Americans across the nation.



Lisa Quiraz, Publisher People en Español

"Hispanic women are the fastest growing segment of entrepreneurs in the U.S.," says Quiroz. "I'm excited to be part of a conference that recognizes the growing influence of Hispanic women."

Quiroz will also moderate the "Women In Power" panel. Chamber training and business workshops on finance, international trade, technology and media will also be offered. Distinguished leaders from the business, corporate, education and political communities will be among the guest speakers.

Open to the public is the free Business Expo on October 3 and 4 at the Phoenix Civic Plaza. The Expo will feature more than 200 exhibitors comprised of local Hispanic chambers of commerce, Fortune 500 companies and an international delegation from Mexico. The USHCC Foundation will also showcase a Youth & Career Pavilion to offer Hispanic youth

"The future of Arizona's and the nation's economy is incumbent upon our support of Hispanic businesses. Businesses owned by Hispanics are growing at an astronomical rate and our economic success is closely tied to our commitment to them. I have a commitment to Hispanic businesses not just because I am a strong supporter of diversity, but because rapid growth within the community commands it. Supporting and encouraging Hispanic businesses to grow is no longer an option, it is vital to our overall economic structure."



James Padilla, executive vice president of Ford Motor Company and president of Ford North America, will serve as the Honorary Chair for the United States Hispanic Chamber of Commerce 24th Annual National Conventions and Business Expo. The event comes on the heels of the 100th anniversary of the Ford Motor Company; which has long encouraged workforce diversity.

Padilla currently oversees the development, manufacturing, marketing and sales for Ford Mercury and Lincoln in the United States Canada and Mexico. Padilla, born in Detroit, Michigan, in 1946, started working at Ford in 1966 as a quality control engineer. By 1976, he reached management status, supervising production and manufacturing operations From 1992-1994, he served as Director of Engineering and Manufacturing at Jaguar Cars, Ltd., and from 1994-1996, he managed Jaguar's performance luxury vehicle lines. After the breakup of Autolatina in 1996. Padilla became President of Ford South American Operations, restructuring the company's operations.

A graduate of the University of Detroit, Padilla holds a both a bachelor's and a master's in chemical engineering and a master's in economics. Special Assistant to the U.S. Secretary of Commerce from 1978-1979, he was named a White House Fellow. He was also named a National Academy of Engineering Fellow in 2001, one year after being named "Engineer of the Year" at the Hispanic Engineer National Achievement Awards Conference.



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THE HISPANIC MARKET IN THE UNITED STATES

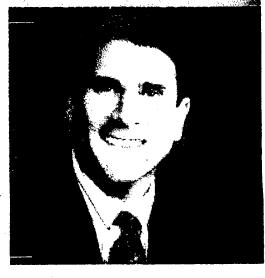
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The total number of minority owned firms in Arizona is more than 43,000. The major industries in the state include manufacturing (hi-tech), tourism and travel, printing, fabricated materials, wholesale and retail trade and real estate.

"As Mayor, it is my pleasure to welcome you to Phoenix, Arizona. We're proud to be hosting the United States Hispanic Chamber of Commerce's 24th Annual Convention in October. I have always believed that the diversity that exists within the City of Phoenix is our strength and should be celebrated. Nothing makes us stronger than the significant Hispanic presence we have and enjoy throughout our community. I appland the great work of the United States Hispanic Chamber of Commerce and congratulate you on your many successes and look forward to all that is still to come."



MARION LUNA BREM

Triumph Over Tragedy

Marion Luna Brem will be the guest speaker at the Convention's Hispanic Businesswomen's Luncheon on Thursday October 2. Brem, married with two young sons, had her near-perfect home life shattered when she was diagnosed with a terminal illness and told she had only 2 to 5 years to live.

Battling life-threatening breast cancer with no health insurance, no employment and no resume, Brem, newly divorced and the head of her household, decided to try her hand at sales. Selling her first automobile at 32, by 36 she was President and CEO of her own auto dealership. Love Chrysler, Inc., founded in Corpus Christi, Texas in 1989, currently ranked nationally in Hispanic Business and Working Woman magazine's "Top 500." Her numerous professional accomplishments inside the male-dominated automotive industry most recently led to her induction into "The International Automotive Hall of Fame."

Her inspirational story has been profiled in *The Washington Post, Reader's Digest,* and most recently *USA Today* as well as numerous women's magazines. She has appeared on many national radio and television shows, including "The Oprah Winfrey Show," "Robert Schuller's Hour of Power" and "Good Morning America."

She has been honored by the Office of Women's Initiatives at the White House and

Marion Luna Brem, President & CEO of Love Chrysler, Inc.

currently she serves the state of Texas having been appointed by President George W. Bush to serve on the Texas Worker's Compensation Insurance Board. She was also selected to participate in case studies at Harvard University Graduate School of Business.

Brem is the holder of the "Avon Women of Enterprise" and the "Inc. Magazine

Entrepreneur of the Year" awards and is also one of 40 women worldwide, 10 from the United States, to be named as one of the "Leading Women Entrepreneurs of the World" for 2001. (The recognition ceremony took place last year 2002 in Madrid, Spain.)

As one of the "100 Most Influential Hispanics in the United States" (Hispanic Business magazine), she directs her influence to the fight against breast cancer and improving education, having founded and funded a program to recognize civic-minded high school students. To date, her company has awarded several new cars to "Love Chrysler's Top High School Students." She also founded and co-funded the "Marion Luna Brem/Pat McNeil Teen Parent Scholarship Fund," which provides financial support for young parents facing the twin difficulties of parenthood and continuing their education.

With her two sons active in her businesses, she has strategically opened 6 additional companies including a second auto dealership in Texas as well as an ad agency and a real estate holding company. She has authored a book, The 7 Greatest Truths About Successful Women (Penguin Putnam Publishers), ranked one of the "Top Ten Business Books" for 2001 (Booklist). She currently travels as an international speaker.

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UNITED STATES HISPANIC CHAMBER OF COMMERCENT OF MINISTED

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2002 "BizFest" students

Message From

The Executive Director



Welcome to the USHCC Foundation section of the USHCC's quarterly *Networking* newsletter. What better time than now to bring you up to date as to the evolving dynamic plans of the Foundation for the upcoming 24th Annual National Convention and Business/Youth Expo scheduled for October 1-4, 2003 in the great city of Phoenix, Arizona.

In the first article of this section, we highlight an extraordinarily successful Latino entrepreneur that has graciously agreed to serve as the Honorary Chair of our Annual Golf Classic event. I am speaking of Charles P. Garcia, Chairman and CEO of the Sterling Financial

Investment Group of Companies. As you read through this story, you will learn a bit about the philanthropic and educational leadership exemplified by Mr. Garcia.

Next, we bring you a more descriptive sequence of the major events of the convention under the direct sponsorship of the Foundation. As we look ahead to Phoenix, you will hear about the Annual Golf Classic event. The Golf Classic is the official kick-off event of this year's convention, an event that will bring together a variety of our corporate partners and chamber executives and members to stake their respective claim as the golf champion of all time.

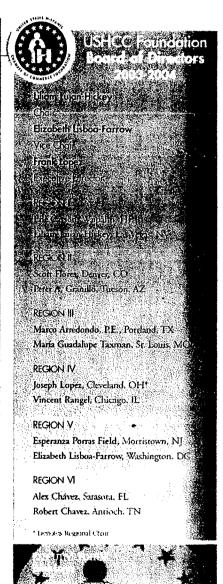
You will also get a chance to hear about our National Youth Entrepreneurship BizFest Competition where young entrepreneurs, from various cities across the country will gather, explore and seek to actualize their entrepreneurship dreams through a dynamic immersion training program hosted this year by the Arizona State University at their Downtown Phoenix Campus. Then meet Latina entrepreneur Cecilia Chavez-Protas – one of the 10 initial award winners last year of the Anna Maria Arias (AMA) Memorial Business Fund. Learn why she invested her \$5,000 grant award to enhance the lives of young Latinas.

And beyond the National BizFest, there are a number of other events and celebrations of our youth during what will be the best USHCC convention yet. I encourage you to read on, enjoy and mark your calendar for October 1-4, 2003. It is upon our generation, as it was for the many generations that have come before us, to foster an environment of accessibility to educational and entrepreneurial advancement and excellence for our next generation of Latino leaders.

Warmest regards and see you in Phoenix,

Front open

Frank Lopez Executive Director



Charles P. Garcia to Chair USHCC Foundation Golf Classic

Charles Patrick Garcia, Chairman and CEO of Sterling Financial Investment Group of Companies, will serve as the Honorary Chair of the 3rd Annual United States Hispanic Chamber of Commerce Foundation Golf Classic, the official kick-off event of the 24th Annual National Convention & Business Expo in Phoenix, Arizona. The Golf Classic will take place at the Arizona Biltmore Country Club on October 1.

Garcia has a history of success in a wide range of areas, from government to both the public and private sectors that has earned both him and his company national recognition. Mr. Garcia founded Sterling Financial Investment Group of

Companies in 1997, which was recently ranked as the eighth fastest growing privately held company in the United States by Inc. Magazine. "Mr. Garcia is a dynamic and successful entrepreneur, as well as a philanthropist who is dedicated to the educational advancement of Latino youth throughout this country," said Frank Lopez, Executive Director of the USHCC Foundation. "We are honored that he will headline this year's USHCC Foundation Golf Classic." All proceeds from the Golf Classic will benefit the Foundation's Youth Entrepreneurship Initiative, which builds alliances, partnerships and collaborative efforts that link Latino youth to educational programs that will develop and enhance their critical thinking and entrepreneurship skills.

Garcia's leadership and business abilities have earned him a role in the administration of three U.S. Presidents including President George W. Bush who appointed him to the President's Commission on Educational Excellence for Hispanic Americans. He also worked for Florida Governor, Jeb Bush, who appointed him as the only Hispanic to Florida's State Board of Education, an entity responsible for setting policy and supervising the State's more than \$16 billion annual education budget. Mr. Garcia was named one of the nation's 100 most influential Hispanics and profiled by Univision in a series that spotlights Hispanics who have made an exceptional impact on

the culture and life of American society. He has also been featured on USHCC's "Hispanics Today."

Garcia said he is excited to participate in such a worthwhile event. "It is important that our Latino youth know that no dream is too big, no goal unachievable, and anything they want is possible through education, commitment and action," Garcia said. "The USHCC Foundation provides our bright, young and talented Latino youth with not just the motivation, but the emotional and intellectual tools to succeed. I want to thank the USHCC and the USHCC Foundation for this exceptional contribution to our children for the future of the Hispanic community."

The 3rd Annual Golf Classic is one of several events the USHCC Foundation will hold at the USHCC Convention and Business Expo. The Foundation will also host the National Youth Entrepreneurship "BizFest" Competition. The "BizFest" is a handson practical three-day training camp where Latino youth learn about entrepreneurship and compete for cash prizes and awards. In addition, during the Business Expo on October 3-4, 2003, the USHCC Foundation will hold a Youth & Career Pavilion, which will offer Hispanic youth and their families the opportunity to meet with representatives from corporations, organizations and educational institutions to explore both career and educational options.

"Maximizing Performance for Economic Success" is the theme of the USHCC Convention this year, held October 1-4, 2003. The convention will focus on the accomplishments of Hispanic entrepreneurship and its influence on the nation, and will address issues that affect the Hispanic small business community, such as wealth creation, entrepreneurship and executive skills acquisition strategies, homeownership, financial planning and workforce development.

For more details on the events sponsored by the Foundation during the USHCC Convention visit our web site at www.ushcc.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE!

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Based on the level of sponsorship, your company's representative will be able to present brief remarks to participants at the Foundation sponsored venue. The USHCC Foundation's Golf Tournament coincides with the USHCC 24th Annual National Convention & Business Expo; therefore, all sponsorship levels can receive an upgrade to "Premium" for an additional \$5,000 in sponsorship that entitles you to a golf hole and one golf foursome. Proceeds will benefit the USHCC Foundation's Youth Entrepreneurship Initiative.

For more information about becoming a corporate sponsor or to register for the USHCC Foundation 3rd Annual Golf Classic or "BizFest", visit http://events.ushcc.com or call Frank Lopez at 202-842-1212.

Loooking Ahead to Phoenix

The official kick-off of the United States Hispanic Chamber of Commerce (USHCC) 24th Annual National Convention and Business Expo begins on Wednesday, October 1, 2003, with the USHCC Foundation's 3rd Annual Golf Classic at the Arizona Biltmore Country Club in Phoenix, Arizona.

The Golf Classic provides champion courses as a stage for endless networking opportunities. The tournament offers chamber members, corporate representatives and government leaders a venue to meet and discuss strategic partnerships and investment possibilities.

Charles Patrick Garcia, Chairman and CEO of the Sterling Financial Investment Group, will serve as the Honorary Chair of the Golf Classic. "The USHCC Foundation is proud to have Charles Patrick Garcia as the Honorary Chair of this year's Golf Classic," said Frank Lopez, Executive Director of the USHCC Foundation. "His work ethic and dedication, make him an exceptional role model for Latino youth across America."

All proceeds from the Golf Classic will support the USHCC Foundation's efforts to build alliances, partnerships and collaborative efforts linking Latino youth to educational programs that develop and enhance their business and entrepreneurship skills.

The USHCC Foundation will host the National BizFest Competition, October 2-4, 2003, during the USHCC's Convention and Business Expo. Latino youth from across the country will come together to gain knowledge about business and the skills necessary to make their unique business concepts thrive. As part of the National BizFest, students will have the opportunity to apply those acquired skills in competition for cash prizes and awards. This year, the USHCC Foundation will partner with national organizations and many educational institutions and leaders from the Arizona community to educate high-school Latinas from Phoenix about the world of business. (See next page for "BizFest" story).

With the USHCC Foundation focused on the preparation of tomorrow's Latino youth and in response, to the demand for qualified Hispanics in the workforce, the USHCC Foundation will also host a Youth & Career Pavilion during the USHCC Business Expo on

October 3-4, 2003. "The Youth & Career Pavilion is open to the public and will serve as an information center for the entire family," said Lopez. It will feature corporate and federal recruiters who will discuss job opportunities with youth participants, as well as human resource professionals who can answer questions about career options at specific federal and corporate companies. Representatives from local and national colleges and universities will also be available to dialog with parents about the process of getting into college, obtaining financial aid, and accessing scholarship and grant programs that are available for Latinos interested in higher education. A diverse group of educational organizations, including members of the Partners in Hispanic Education have been invited to be on site to offer advice or answer questions from parents or students about attending college. "The USHCC Foundation is happy to offer a combined services pavilion that will benefit the entire family," said Lopez. "It gives educational institutions, corporate and philanthropic partners an opportunity to showcase their respective marketing, promotional, and corporate responsibility best practices to up-and-coming college students and their parents."

YOUTH & CAREER PAVILION HOURS

Friday, October 3, 2003 Saturday, October 4, 2003 12:00 PM to 5:00 PM 10:00 AM to 3:00 PM

The USHCC Foundation will conclude the USHCC 24th Annual National Convention and Business Expo by raffling a 2003 Chevy TrailBlazer LS on Saturday, October 4, 2003 at a major event under the sponsorship of General Motors. General Motors donated the vehicle to the USHCC Foundation to help raise funds for the Latino Youth Entrepreneurship and Workforce Development Programs. Raffle tickets are currently being sold through the USHCC Foundation for \$20.



BizFest" 2003 Going Beyond the Classroom

The United States Hispanic Chamber of Commerce (USHCC). Foundation is taking an aggressive role in equipping Latinos with the tools to succeed. Through an intensive business camp or "BizFest," Latino youth throughout the country are learning how to identify and ignite their entrepreneurial spirit.

Since its inception, "BizFest" has gained substance and notoriety from various organizations, educational institutions; businesses and corporate America. It prides itself on going beyond the curriculum of a classroom and delving into the world of entrepreneurship.

Through a partnership with Career Growth Management (CGM) Consultants of Odessa, Texas, this year's Regional "BizFests" entitled "Foundation for Success" will engage young Latinos in the learning of strategic selling concepts as well as the process of assessing their own personal inventories. Students will learn how to focus on and promote their unique individuality; apply basic business fundamentals; and hold themselves accountable for their actions. "These core skills are imperative when starting and managing a business," said Mario Contreras, CEO of CGM. The basics of "Foundation for Success" focus on: attitude, discipline, sense of urgency, level of commitment, and education/knowledge.

Those "BizFest" students who complete the Foundation for Success "BizFest" and decide entrepreneurship is a discipline they would like to pursue will then have an opportunity to attend the National "BizFest," which will be held as part of the USHCC 24th Annual National Convention and Business Expo in Phoenix, Arizona from October 1-4, 2003.

The National "BizFest" educates Latino youth about the fundamentals of business such as appropriate wardrobe, handshakes and eye contact; however, it also empowers youth with money management skills, business plan expertise and presentation proficiency. Due to its intensive curriculum, some have described the National "BizFest" as a "mini-MBA." One of its unique features is its competitive characteristic. At the "BizFest." students compete through their business plans for a chance to win prize packages, combining both goods and services to help grow their business concepts and skills. "The competitiveness gives youth experience with competition in the market

place," said Lopez. "It gives them the mindset that they must always be at the top of their game."

The "BizFest" is a unique program that not only empowers Latino youth with knowledge but also constantly reminds them of their potential. Once students graduate from the Regional or National "BizFest" they become part of the "BizFest" Alumni Network, which continues to ecourage students that they have the talent, skill and ability to be the employer rather than the employee. The USHCC Foundation tracks their progress, keeps them up-to-date on internship opportunities and offers ongoing support and guidance through mentoring programs.

To date, "BizFests" have been held at the Bronx, New York City, Los Angeles and San Francisco, Calif., and Atlanta, Ga. This year "BizFest" will visit Boston, Mass.; Nashville, Tenn.; Phoenix and Tucson, Ariz.; and Washington, D.C.

To learn more about "BizFest", visit www.ustrccfoundation.org. If you would like to nominate a young Latino/a to participate in a "BizFest" near you, contact Frank topez at flopez@ushcc.com.

Did You Know?

- 7 out of 10 high schoolstudents want to start their own businesses
- 84% of high school students believe it is impotant to teach more about entrepreneurship and business in school
- 35% of the Hispanic population is under the age of 18
- Hispanics constitute the second largest segment of a 146.5 million civillian labor force

Source: Kaufiman Center for Entrepreneurial Leadership, U.S. Census Bureau and the U.S. Department of Health and Human Services

Phoenix Latina Leader Gives Back to the Community

Cecilia Chavez-Protas, President of Competitive Edge Consulting Inc. (C.E.C.I.), and one of the 10 initial Anna Maria Arias (AMA) Memorial Business Fund award winners, last year received a cash grant for \$5,000 to invest in her business. Most award winners used the money to invest in their business. Some purchased necessary hardware, while others upgraded office equipment. Chavez-Protas decided she would use the money for the one thing she felt Anna Maria Arias would have wanted, to give back to her community.

Arias was the founder, publisher and editor of LATINAStyle magazine who lost her battle with aplastic anemia on October 1, 2001. Since her untimely death the United States Hispanic Chamber of Commerce (USHCC), along with Wells Fargo Bank and LATINAStyle magazine created the AMA Memorial Business Fund. Each year the Fund identifies and awards \$5,000 to 10 Latina business owners who demonstrate a dedication and commitment to entrepreneurship.



Chavez-Protas recalls seeing the application for the AMA Memorial Business Fund, and thinking she could use that grant money to do something Arias worked her whole life to do, empower Latinas. In 1998, Chavez-Protas attended the Phoenix LATINAStyle Business Series, an extensive Latina business-owner development program that travels across the

country, and was so inspired by Anna Maria and her message that Chavez-Protas started her own business three weeks later. "Anna Maria Arias lowered my fears, increased my confidence level and made me feel like I could not fail," said Chavez-Protas. "She made me believe there was a support structure and sisterhood to fall back on and I want to pass that insight on to others, especially young Latinas."

Chavez-Protas believes in leveling the playing field for any individual or group that is at a disadvantage. Being a Latina, she does a lot of diversity work with many organizations and finds it troubling that

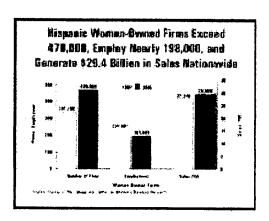


Cecilia Chavez-Protas, President of Competitive Edge Consulting (C.EC.I.)

women who are working outside of the home are making poverty level wages. For example, according to Chavez-Protas, Latinas only make 47 cents to every dollar of their majority counterparts. Inspired and endowed with the \$5,000 AMA grant, Chavez-Protas sought the USHCC Foundation to collaborate on a "BizFest" solely for Latinas in the Phoenix metro area.

Chavez-Protas explains that Latinas need to be educated on economic literacy. "Young Latinas need to know how to build their own foundations before they find significant oth-

ers." She wants them to know how to make their own money and invest it wisely. "Nothing is stable or secure," says Chavez-Protas. Through her unselfish act of investing her cash grant of \$5,000 in the Latina community in Phoenix, Chavez-Protas hopes to empower young Latinas with the confidence to believe they can accomplish anything and the knowledge of understanding how to get there.



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What's New at the Foundation?

Supporting Educational Excellence for Hispanic Americans

The quest of the United States Hispanic Chamber of Commerce (USHCC). Foundation is to awaken and nurture the entrepreneurial spirit within Latino youth, and to leverage corporate and public support to ensure that Latino youth gain access and achieve success in the world of business. True to its quest, the USHCC Foundation was recently selected to house and be the lead convener organization for the Partners in Hispanic Education, an alliance of organizations whose goal is to improve achievement for Latino children and young adults.

By housing the Partners in Hispanic Education, the USHCC Foundation will oversee and manage the day-to-day tasks of the alliance. "The USHCC Foundation's goals and objectives are aligned with those of the Partners in Hispanic Education," said Frank Lopez, Executive Director of the USHCC Foundation. "I welcome the opportunity to utilize the Foundation's resources and anticipate a successful outcome for Latino youth throughout the country."

Recently, the Partners in Hispanic Education signed a Memorandum of Understanding (MOU) with the White House Initiative on Educational Excellence for Hispanic Americans, agreeing to aid in the implementation of a public awareness campaign promoting the provisions of the No Child Left Behind legislation designed to improve student achievement and change the culture of America's schools. The focus of the Partners in Hispanic Education will be to empower the Hispanic community to close the educational achievement gap of Hispanic students in grades K-12.



J.R. Gonzales, Chair of the USHCC Board (fourth from left) and Frank Lopez (podium) at the Partners in Education press conference.

"So many Latinos get left behind because they are not informed of the resources offered to them," said Lopez. "I am anxious to begin this important public awareness campaign so that Latino students and their families can take advantage of the services available to them and reap the benefits they so desperately deserve."

The objective of the partnership is to increase the awareness of educational opportunities for Latino students. To achieve this, the partners plan to coordinate activities that emphasize a positive expecta-

"I am anxious to begin this important public awareness campaign so that Latino students and their families can take advantage of the services available to them and reap the benefits they so desperately deserve," said Frank Lopez

tion of educational excellence for Latinos, reinforce the role of family in the educational attainment of Latino youth, and create opportunities for a complete and successful college experience.

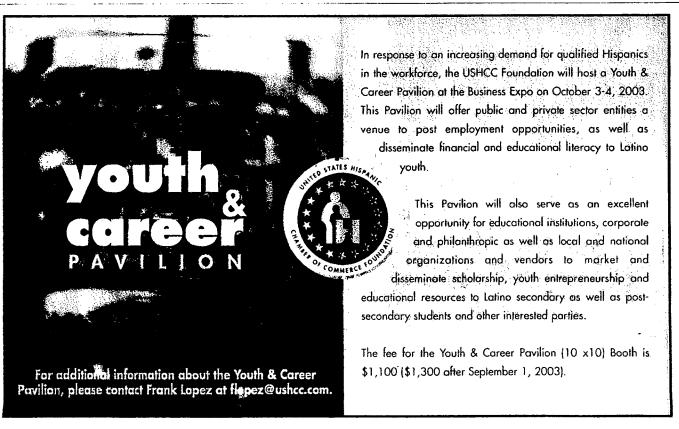
Across the country, the Partners in Hispanic Education will host a series of town hall meetings, where caliber professionals including public officials, prominent Hispanic role models, local community, business and education leaders will dialogue with Hispanic parents and students about how to achieve greater success in the improvement of educational opportunities for Latino youth. The experts will educate parents on how to successfully utilize and continue to advocate on behalf of their children. The town hall meetings are expected to be held in San Diego, California; Miami, Florida; El Paso, Texas; Las Cruces, New Mexico; Tucson, Arizona; Detroit, Michigan; and Bronx, New York.

Members of the Partners in Hispanic Education include: The United States Hispanic Chamber of Commerce (USHCC) Foundation, the USHCC, MANA, a national Latina organization, Girl Scouts of the USA, Ford Motor Company Fund, the Hispanic Association of Colleges and Universities (HACU), the National Council for Community and Education Partnerships, State Farm Insurance Companies, the W.K. Kellogg Foundation, League of United Latin American Citizens (LULAC), Hoy, Hispanic Association on Corporate Responsibility (HACR), IQ Solutions, National Association of Hispanic Publications (NAHP), and the U.S. Department of the Army.



To learn more about the Partners in Hispanic Education, contact Frank Lopez at flopez@ushcc.com.







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OHEMBER SCHOLARSHIPS

The United States Hispanic Chamber of Commerce (USHCC) and the United States Hispanic Chamber of Commerce Foundation (USHCCF) are pleased to announce the launch of the USHCC Chamber Development Scholarship Fund, funded by Altria Services, Inc. The USHCCF is offering 24 scholarships for local Hispanic chambers to attend the USHCC's National Convention and 3rd Annual National Chamber Training, Each scholarship includes all travel, lodging and convention registration expenses. By participating in the USHCC's National Convention, Hispanic chamber and trade association executives will learn about the latest trends in the non-profit/business association sector. The USHCC's National Convention is also a forum where local chambers will have the opportunity to expand their network nationally and to interact with potential members, sponsors and strategic partners.

For more information, please contact Ceci Henriquez, Director of Membership Services at (202) 842-1212, extension 105.

EHADEER TRAINING SEMINAR



The USHCC recently announced its first regional chamber training seminar which was held in Las Vegas, NV, in July. This regional training is specifically targeted

for chambers in Region I, II & III. This three-day session provided leadership and management training to chamber executives.

This training is at no cost to the chambers. Chambers credentialized as "Chambers in Good Standing" as of October 1, 2002, were eligible for an additional benefit of complementary hotel accommodations. The national chamber training will be held at the convention on October 2 and 4.

PROGU<mark>REMENT NETWORKING</mark>



One important goal of the USHCC is to promote the growth of Hispanic businesses and to provide them with access to business opportunities and resources that will help them successfully compete in the marketplace. The

Procurement Networking Seminar, to be held at the USHCC Convention, will help entrepreneurs do just that.

The seminar will offer Hispanic businesses the opportunity to establish relationships with purchasing agents and procurement specialists from corporate America and the federal government. Held in cooperation with the USHCC Procurement Council, the seminar will feature representatives from a diverse range of companies—from Fortune 500 companies to small businesses. As a registered procurement seminar participant, vendors will have the chance to meet with public and private sector procurement representatives to discuss immediate and future business opportunities.

The Procurement Networking Seminar will be held on Thursday, October 2, 2003. For additional information about this seminar, please send an email to Randy Ramat at rramat@ushcc.com.

THE BUSINESS CASE FOR AFFIRMATIVE ACTION

One of the country's leading issues is affirmative action. After the recent Supreme Court ruling of the Michigan University case, the issue continues to impact not only educational institutions, but big and small business. A panel of experts from the corporate, education and small business community will speak on this important topic, Friday, October 3 at 10:15 a.m. at the Phoenix Civic Plaza.

IBUSINESS WORKSHOPS



A series of comprehensive business sessions are scheduled for this year's USHCC Convention, designed to foster the growth and development of the

Hispanic entrepreneur. These sessions will cover topics such as financial planning, international trade and how to access procurement opportunities with the public and private sectors. Experts in the field will lead the sessions. These sessions will provide invaluable information on networking opportunities for entrepreneurs looking to expand their businesses. See convention schedule of events for dates and times.

ANNAMARIA ARIAS AWARDS



At the USHCC Convention ten Latina entrepreneurs will receive cash grants of up to \$5,000 from the Anna Maria Arias Memorial Business Fund. The Fund was created by Wells Fargo in partnership with the USHCC

and LATINAStyle magazine, to memorialize the outstanding efforts of the late Anna Maria Arias, founder and publisher of LATINAStyle. The fund is named in memory of Arias who passed away in October 2001. This is the second year of grant awards. The Fund will recognize the accomplishments and successes of Latina businesswomen who exemplify the principles and ideals which Arias championed. The award winners will be announced at the USHCC Convention.

For more information about these convention events, visit www.ushcc.com

YOUTH & CAREER PAVILION



In response to an increasing demand for qualified Hispanics in the workforce, the USHCC Foundation will host a Youth & Career Pavilion at the Business Expo on October 3-4, 2003. This pavilion will offer

representatives from the public and private sector an opportunity to meet qualified Latino youth for possible employment and will provide Latino youth with information about higher education opportunities.

A diverse range of organizations and companies will participate in the Youth & Career Pavilion from educational institutions, associations and non-profits to large and small corporations. In addition to tapping into potential career opportunities, Latino youth will be able to speak to representatives from higher education institutions about furthering their education and financing options. "We are excited to provide a venue for real career and education opportunities information for our nation's youth," said Frank Lopez, executive director of the USHCC Foundation. "This event will benefit not only young Latinos but also businesses and organizations who are looking for talented individuals to join their teams."

The pavilion is one of several events to be held by the USHCC Foundation as part of the USHCC's 24th Annual National Convention & Business Expo. The official kick-off of the USHCC Convention begins Wednesday, October 1 with the Foundation's 3rd Annual Golf Classic at the Arizona Biltmore Resort and Spa in Phoenix. All proceeds from the Golf Classic will benefit the Foundation's Youth Entrepreneurship initiative. The USHCC Foundation will also host the National Youth Entrepreneur "BizFest" Competition. The "BizFest" is a hands-on practical three-day training camp where Latino youth learn about entrepreneurship and compete for cash prizes and awards.

To participate at the Youth & Career Pavilion, please call (202) 842-1212.

WOMEN IN POWER PLENARY



Some of the nation's leading Latina business owners will be among the guests on the Women In Power panel. Moderated by Lisa Quiroz, Publisher of *People en Espanol*, the panel will feature Latinas who have

accomplished great success in the world of enterprise. Latinas, in particular, have led the surge of Hispanic business growth. In the last decade, Latinas have created more than 300,000 new businesses in traditional and non-traditional industries such as manufacturing, telecommunications and aviation. Overcoming obstacles, breaking down barriers and taking on new challenges in the world of entrepreneurship did not prevent these women from creating their own success. These women are leading the charge and setting the pace for the new generation. Meet these powerful women at the Women In Power Plenary which will be held at the USHCC Convention on Thursday, October 2 starting at 10:15 a.m., Phoenix Civic Plaza.

USHCC REGIONAL & NATIONAL AWARDS



Thanks to everyone who submitted entries for the USHCC 24th Annual National Convention & Business Expo in Phoenix, AZ. The awards include Large

Hispanic Chamber of the Year, Small Hispanic Chamber of the Year, Hispanic Business Woman of the Year, Hispanic Business Man of the Year, Government Hispanic Business Advocate of the Year, Corporate Hispanic Business of the Year, and the Sanchez to Sanchez to Smith Award. The awards will be announced at the USHCC Awards Gala on Saturday, October 4.

AZHCC SYMPOSIUM



The Arizona Hispanic Chamber of Commerce will host its Second Annual Hispanic Business Symposium on Tuesday, September

30 at the Phoenix Civic Center, Phoenix, Arizona. Arizona Governor Janet Napolitano will be among the distinguished guests.

At the symposium, the AZHCC will pay tribute to the Arizona businesses recently ranked among the top 500 largest Hispanic-owned companies in the country. A panel discussion on the state of Hispanic businesses in Arizona and the opportunities and challenges that they face will be held with Governor Napolitano, Dr. Michael Crow, President, Arizona State University, and George Herrera, President and CEO, United States Hispanic Chamber of Commerce.

The governor will discuss the state of Hispanic businesses as well as the challenges and opportunities that lay ahead. Dr. Crow will focus on education and how it relates to the quality of Arizona's future workforce, and Herrera will give an overview of the issues that impact the Hispanic small business community, such as access to capital and political empowerment. More than 400 people are expected to attend.

For more information about the AZHCC symposium, please contact Armando G. Roman, at (602) 468-2400 or Monica Torres at (602) 279-1800.





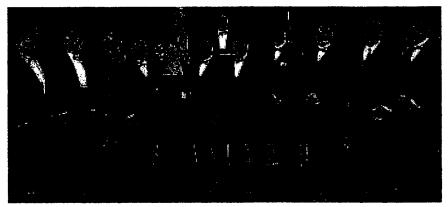
ARIZONA CHAMBER STRENGTHENS LATINO BUSINESSES

From Ground Up

From guidance in writing a business plan to help finding lending assistance, the Arizona Hispanic Chamber of Commerce (AZHCC) acts as a true mentor for Hispanic businesses.

The AZHCC achieves success for Latinoowned businesses in Phoenix and Arizona through a number of informative seminars, marketing consultations, networking opportunities and leadership development efforts. Its programs focus on issues that are critical to the Hispanic business community, such as education and immigration. Its seminars, many of which are offered in Spanish address everything from how to start up a business to developing a business plan. Much like its neighbor chamber, the Tucson Hispanic Chamber of Commerce, its closeness to the U.S.-Mexico border makes immigration an especially crucial topic. "As a border state, immigration is an important issue for us; so we look at how it effects businesses and various workforce issues," said Frank Rivera, AZHCC Chairman and President and CEO of ATL, Inc, a civil engineering consulting group.

Central to the AZHCC's mission, however, is expanding local procurement opportunities for Hispanic businesses. In a joint effort with the THCC, the AZHCC ensures that Latino-owned businesses are included in major building development projects in the Tucson and Phoenix areas. "With the growth of the Phoenix and southern Arizona areas, there are a lot of new projects in the cities and freeways," Rivera said. "We're



AZHCC Chair and Board of Directors at their annual Black and White Ball. Frank Rivera, Chairman of the Board is pictured in the background. (Pictured left to right) Board Members Manny Molina, Gil Jimenez, JoEllen tynn, Martin Alvarez, Sr., Annette Alvarez, Reuben Gonzales, Phillip Becerra, Al Montoya, David Cavazos, Ray Arvizu, Israel Torres

working closely with our neighbors to the south to make sure that there is small business participation in these efforts."

Serving as the backbone of the AZHCC's comprehensive efforts are its committees, which actively engage its 700 members. Through its various committees and subcommittees, members help shape the chamber's programs and public policy positions.

Another major objective of the AZHCC is boosting federal contract opportunities for Latino-owned businesses. "We examine the issue of contract bundling in the federal sector and how federal contracts can be broken down so small businesses can have equal opportunity to compete on contract packages," Rivera said.

Connecting members to the business world is also of key importance to the Chamber, which is why it hosts Contactos, a business mixer where members meet other business

professionals and share success stories, and the Hispanic 500 Roundtable Luncheon, which features Presidents and CEOs of Arizona's largest Hispanic-owned businesses. Additionally, various large-scale events, such as the AZHCC's Black and White Ball and its new Hispanic Business Symposium, provide invaluable opportunities to network, obtain first-hand knowledge from respected experts and government officials, such as Senator John McCain (R-AZ), and hear about the major issues facing the Hispanic business community. "The goal is not only to create successful business opportunities for Latino-owned businesses but also to create a positive example for our community," Rivera said.

The AZHCC and the THCC are the local chamber hosts of the USHCC Convention.

TUCSON CHAMBER FOSTERS LATINO ENTREPRENEURSHIP

In Southern Arizona

Through education, development initiatives, business networking opportunities, aggressive advocacy and a solid business relationship with Mexico, the Tucson Hispanic Chamber of Commerce (THCC) is boosting the power of Hispanic entrepreneurs in Arizona.

At the THCC, the close to 400 members benefit from not only the comprehensive services that connect them to the right people and the right resources but also being strategically located along the Mexican-U.S. border. "We're the main bridge for Hispanic-owned businesses in the United States, but we're also the bridge to Mexicanowned businesses in Mexico and corporations who want to do business with us here in the United States," explained Raul E. Aguirre, THCC chairman and owner of REA Advertising. "Our chamber is of very key importance to the development of the business climate in southern Arizona and for Mexico."

The chamber's border-town location means that members have greater business opportunities and a wealth of networking contacts. It also means that the chamber's work extends to international relations and "even some global economics," Aguirre noted.

The main issues tackled by the chamber impact the entire Hispanic business community at the local, state and national levels, from access to capital to education and immigration. Together with the Arizona

Hispanic Chamber of Commerce (see page 22), the THCC will host the United States Hispanic Chamber of Commerce at this year's Annual National Convention and Business Expo in Phoenix.

"We have expanded our sphere of influence in the areas of economic development and political advocacy for small Hispanic-owned businesses in Arizona," said Raul E. Aguirre.

The THCC focuses on advocating for the success of Hispanic businesses in the Tucson and southern Arizona region by providing resources, information, education and a vision for the future of small businesses in Tucson. Among its key services are opportunities to dialogue with fellow business owners and local business experts. It does this through its THCC Monthly Membership Luncheon, where members can listen to an engaging guest speaker discuss key business issues and topics that impact the Hispanic business community. The THCC Monthly Membership Mixer provides an informal networking environ-



Gala Chairman Tomas Martinez addresses attendees at the THCC's Annual Gala

ment where members can catch-up with their peers and learn about new THCC benefits.

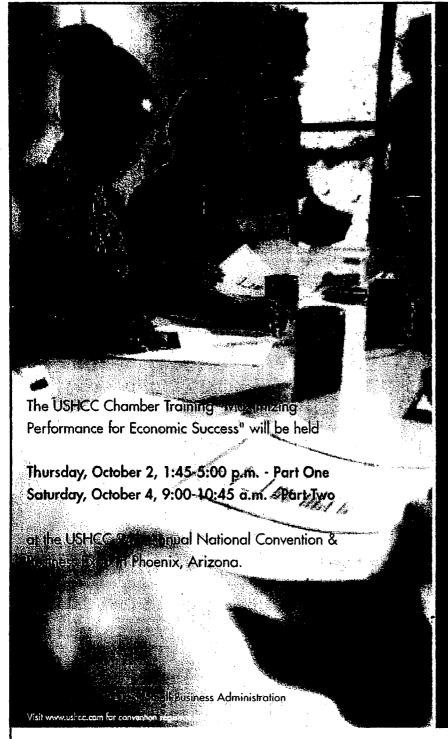
Not only does the THCC bring people and businesses together, but also it offers educational seminars to ensure Latino-owned businesses can stay on top of their game, with guidance on productivity, efficiency and liability protection.

Recently, however, the THCC has broadened its scope. "We have expanded our sphere of influence in the areas of economic development and political advocacy for small Hispanic-owned businesses in Arizona," Aguirre said. "At the same time, we have grown our membership and solidified our relationship with those non-Hispanic businesses and corporations who want to establish relationships with our community."



Tucson
Hispanic
Chamber of
Commerce

for more information about the THCC visit www.largonita.hardsedw.com.org



Attention Hispanic Chamber Executives!

Maximize your performance for business success at the USHCC chamber training in Phoenix, Arizona.

October 2 & 4, 2003

The Chamber Training Initiative is a part of the USHCC's ongoing commitment to offer access to information and resources that will help chamber members maximize their business. The two-part Chamber Training offers an in-depth program to build, enhance and maximize business performance for success in the competitive global market.

The training focuses on:

- Leadership enhancement for intercal/external customer satisfaction
- customer satisfaction
 Management development for peak
- Targeted strategies for increased business
- Elements for taking a risk vs. stability Techniques for making the sale and closing the deal
- Creating a legacy of entrepreneurship for generation X.

Apply for a scholarship to attend the USHCC Convention. For eligibility requirements visit www.ushcc.com. The USHCC Scholarship Fund is sponsored by Altria Services, Inc.





For more information call Ceci Henriquez at 202.842.1212 ext. 105 or via e-mail at chenriquez@ushcc.com



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Corona Ranch Rodeo Grounds is located at 7611 S. 29th Avenue, Laveen, AZ. Transportation will be provided by the Arizona Hispanic Chamber of Commerce and Tucson Hispanic Chamber of Commerce

Arizona Hispanic Chamber of Commerce - 602.279.1800 Tuccon Hispanic Chamber of Commerce - 520 620,0005



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SDANIOS

The nationally syndicated TV show that highlights issues impacting the Latino community in business, entertainment, politics, culture, lifesty and sports.

Join Maria Arita each week for the latest news and interviews that affect your world. She'll take you to meet the people, hear the beat and feel the energy of Hispanics in America.

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24th USHCC Convention Dates & Deadlines

Online registration open for Tempe "BizFest"

- Sponsorship Contracts due

- Online Registration ends

Early registration ends
Early exhibitor registration ends
Early hotel registration ends
Procurement Networking Seminar Registration ends
Golf Classic early registration ends

3rd Annual Golf Classic

- Women In Power Plenary - Procurement Networking - AZHCC & THCC

Arizona Fiestal

Chamber Training

- Business Workshops - Business Expo

Youth & Cateer Pavilion

Business Expo

- Youth & Career Pavilion

- Awards Gala Dinner.

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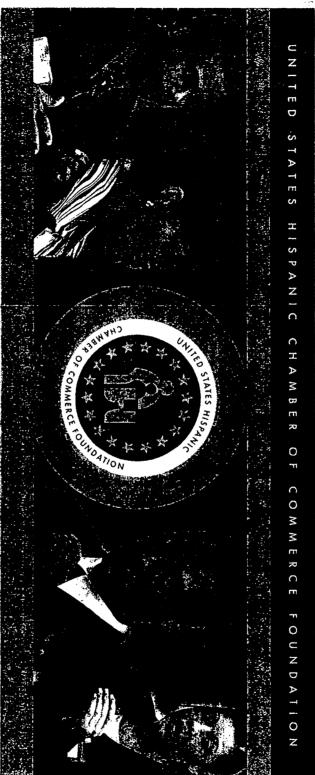


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U.S. Chamber of Commerce v.
United States Hispanic Chamber
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Opp. No. 91-156321

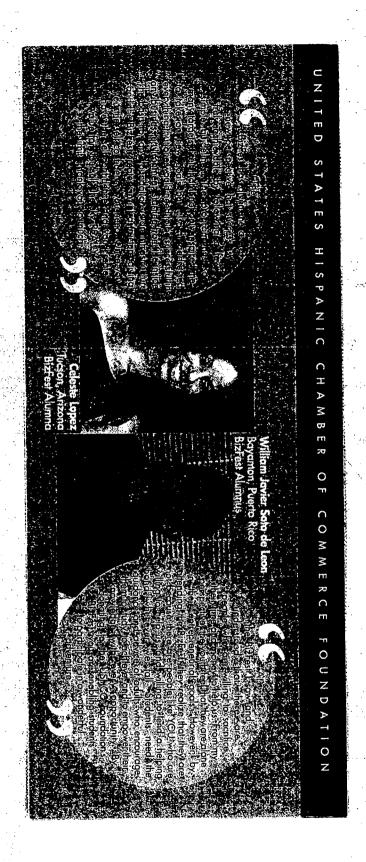
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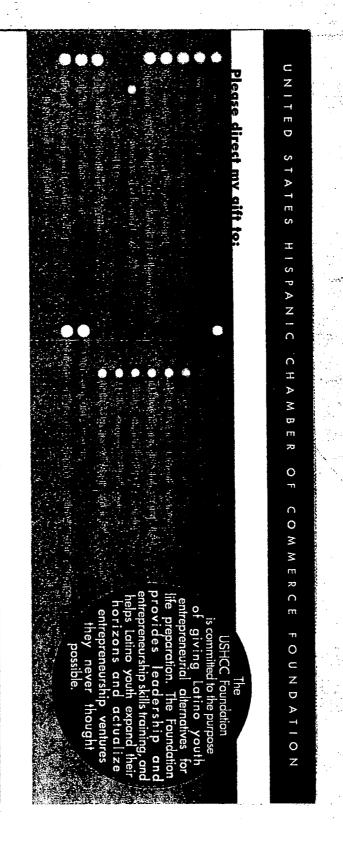
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EXHIBIT

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Can you double your gift with a corporate matching gift? All gifts are tax deductible to the extent permitted by low.	Expiration date: Signature:	Zip: (as it appears on the card) Account Number:	○ Please charge my gift amount of \$to: ○ Visa ○ MasterCard ○ American Express	(Please make checks payable to USHCC Foundation)	Please check method of payment:	Please donate to the USHCC Foundation's Annual Appeal Fund: Help Latino youth expand their horizons and actualize entrepreneurship ventures they never thought possible.



Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number 15

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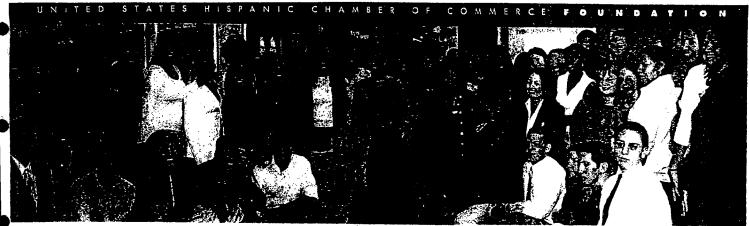
USIGO DE COMPONIO

The USHCE Foundation is committed to giving Latino youth alternatives for life preparation and life-long learning by developing and implementing initiatives and educational campaigns to awaken and nurture the entrepreneurial spirit of our Latino youth.



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National BizFest Creates New Generation of Entrepreneurs
USHCC Foundation Convention Sponsors



2003 National "BizFest" students

Message From

The Executive Director



n behalf of the United States Hispanic Chamber of Commerce (USHCC) Foundation, I would like to thank all of the sponsors, students and volunteers who made the 24th Annual National Convention & Business Expo such a huge success.

This year's Annual Golf Classic had more than 225 participants and raised over \$170,000. I want to thank Charles Garcia for chairing this event and making it our most successful golf tournament to date.

The BizFest featured over 80 talented students from all over the country who showcased their entrepreneurial skills with business plans from concepts for office massages, clothing stores and a high-tech movie theater.

The new programs and initiatives announced at the Convention personified the growth and expansion that the USHCC Foundation has had in the areas of education, internships, and mentorships.

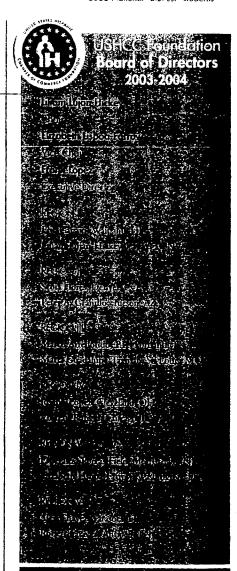
The Youth and Career Pavilion at the Expo provided information and services to families about scholarships, financial aid and potential job opportunities.

Again, thank you to all of our sponsors, students and volunteers who made this year's convention our best ever. We will see you in 2004 in Austin, Texas for our 25th Anniversary.

Regards,

Frank Lopez

Frank Lopez
Executive Director
USHCC Foundation



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Nick de la Toire

WHERE YOUTH & OPPORTUNITY ME

Golf Tournament Raises \$170,000 for Latino Youth

Over 225 corporate leaders and business executives participated in the USHCC Foundation's 3rd Annual Golf Classic sponsored by The Coca-Cola Company and Federal Express, which took place on October 1, 2003, at the world-renowned Arizona Biltmore Country Club. The sold-our event was the official kick-off of the USHCC 24th Annual National Convention & Business Expo.

Charles P. Garcia, Chairman and CEO of the Sterling Financial Investment Group of Companies, who chaired the tournament said, "It is essential for the Latino community and business leaders to focus on the importance of Latino youth. The USHCC Foundation's efforts are exceptional in providing outreach to Latino youth and are only eclipsed by their enthusiasm and energy to make a difference. The great success of this event is a clear indication of the tremendous work that the USHCC Foundation is making a difference."

"Mr. Garcia is a dynamic and successful entrepreneur, as well as a philanthropist who is dedicated to the educational advancement of Latino youth throughout this country," said Frank Lopez, "We are honored that he chaired this year's USHCC Foundation Golf Classic."

FedEx has the same philosophy as the USHCC Foundation, where we strongly believe in youth and providing opportunities for their functies," said Elizabeth Finch, FedEx Managing Director of Sales, Rocky Mountain Region. "Our hope is that through relationships and sponsorships such as this, we can help today's Hispanic youth become the FedEx business partners of tomorrow."

The all-day Golf Classic ended with an awards luncheon to crown the tournament champions. First place went to the ream of Eric Carson of Honolulu, Hawaii; Juventino Cano of Aurora, Illinois; Joe Pavon of Los Angles, California; and John Reiger also from Los Angeles.

All proceeds from the Golf Classic benefit the Foundation's Youth Entrepreneurship. Initiative, which builds alliances, partnerships and collaborative efforts linking Latino youth to educational programs that will develop and enhance their critical thinking and entrepreneurial skills.







New Partnerhips Support Latino Youth

The United States Hispanic Chamber of Commerce (USHCC) Foundation and America's Promise announced a historic partnership at the USHCC 24th Annual National Convention & Business Expo in Phoenix, Arizona. This partnership was announced by Peter Gallagher, President of America's Promise and Frank Lopez, Executive Director of the USHCC Foundation at a special event entitled "America's Promise: A Salute to Latino Youth," sponsored by the U.S. Army. Built around a common vision and framework, the partnership connects the affiliates and networks of the USHCC and America's Promise in key communities where Latino youth live, learn and play to ensure they have access to key resources.

"As leaders in business, the U.S. Hispanic Chamber of Commerce Foundation recognizes the powerful role it can play in ensuring a brighter future for all of America's young people," said Gallagher. "We are delighted with this partnership and proud to stand arm in arm with the members and leaders of the chamber as we work to connect our youth with the fundamental resources they need to be successful."



Left to right: Frank Lopez, Peter Granillo, 1st President of Mariachi Milagro Juvenil; Alfredo Valenzuela, teacher & Jim Molina, President of the Mariachi Milagro Juvenil



Frank Lopez & Peter A. Gallagher

"We are delighted with this partnership and proud to stand arm in arm with the members and leaders of the chamber as we work to connect our youth with the fundamental resources they need to be successful," said Peter Gallagher

Sandra Ulsh, President of the Ford Motor Company, congratulated America's Promise, Ford, Cendant Corporation, the U.S. Army and the USHCC Foundation on coming together to ensure the successful development of today's youth. She emphasized the years of commitment that Ford has dedicated to America's Promise and is proud to be part of this new collaboration. Ford is currently a partner in the America's Promise-Alliance for Youth.

Cendant Corporation announced its commitment of \$75,000 to the Foundation for a new corporate internship program. "Our goal in announcing this partnership is to identify Latino youth and get them involved in specific disciplines of the Cendant Corporation, such as real estate, sales, marketing operations, information technology, human resources, entrepreneurship and finance/accounting," said Thomas Christopoul, Senior Vice President and Chief Administration Officer of the Cendant Corporation.

The USHCC Foundation also recognized parents, schools and community-based organizations for their commitment to life long learning. Awards were presented to Mariachi Milagro Juvenil, Alfredo Valenzuela, Peter Granillo and Carmen and Jeffrey Watson.

Announce New Chamber Executive Development Scholarship Fund

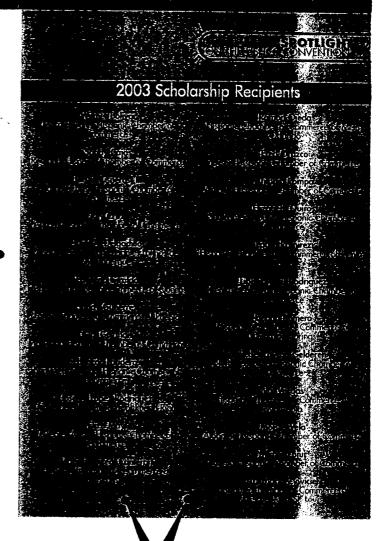
The United States Hispanic Chamber of Commerce (USHCC) Foundation and Altria Group, Inc. launched the USHCC Foundation Chamber Executive Development Scholarship Fund. The Fund provided 24 scholarships to executives from Hispanic chambers of commerce to participate in the USHCC's 24th Annual National Convention and Business Expo in Phoenix, Arizona, which included a comprehensive leadership training component. Altria Group, Inc. provided funding for scholarships to member Hispanic chambers of commerce, which covered air travel, lodging and convention registration costs.

The comprehensive training is designed for executives of Hispanic chambers of commerce who manage their chamber's day-to-day activities as well as members of their Board of Directors, staff and volunteers. The training provides participants with strategies to enhance their leadership and management skills and more effectively serve Hispanic business-owners in their areas.

"Through our long-term partnership with the USHCC, the Altria family of companies strives to play an important role in contributing to the growth and empowerment of diverse communities," said A. Shuanise Washington, Vice President, Government Affairs Policy and Outreach, Altria Corporate Services, Inc.

A top priority for the USHCC and the USHCC Foundation is to address the basic fundamental and organizational needs of local member chambers. The scholarship fund is one of many efforts undertaken by the USHCC Foundation, in partnership with the USHCC, to facilitate resources, information and training for its members. The USHCC Foundation hopes to expand the scope of this program into the establishment of a Leadership Entrepreneurship Education Institute.

For more information on the Chamber Scholarship Fund, call 202-842-1212.



USHCC Foundation in the News

On September 30, 2003 Frank Lopez participated in a live interview with hosts Kathleen Hays and Valerie Morris on CNNfn's The Flip Side.

Lopez discussed the importance of Hispanic entrepreneurship and how wealth accumulation can translate into more jobs, better healthcare, and education for the Hispanic community. He stated how the USHCC and the USHCC Foundation helps Hispanic entrepreneurs by providing resources, information and training.

He also commented on how the media should balance their portrayal of Hispanics, not just by focusing on entertainment figures such as Jennifer Lopez and Sammy-Sosa, but also on successful Hispanic businessmen and women including Arturo Moreno, the first Latino owner of a Major League baseball franchise, the Anaheim Angels, and Jim Padilla, the President of Ford North America.



Expert Panel Discuss Latest Report on Educating Hispanic Children



Honorable Jahn Loredo, Arizona House of Representatives

A panel of business, academic and public/private sector experts gathered during the Annual National 24th Convention to discuss the recently issued policy report, "Closing Achievement Gaps: Improving Educational Outcomes for Hispanic Children." authored by the National Hispanic Caucus of State Legislators (NHCSL) and the Tomás Rivera Policy Institute (TRPI). The panel brought together members of the Partners in Hispanic Education, the White House Initiative on Educational

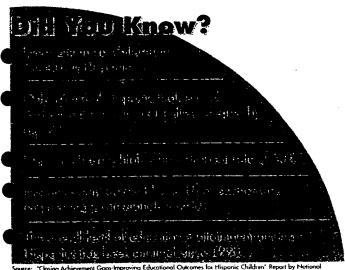
Excellence for Hispanic Americans and public/private sector representatives all dedicated to improving education for Hispanics in the United States. Panelists included Frank Lopez, Executive Director, USHCC Foundation; the Honorable John Loredo, Arizona House of Representatives; Dr. Linda Arzoumanian, Superintendent, Pima County Schools, Tucson, AZ; Mickey Ibarra, President, Ibarra & Associates; Adam Chavarria, Associate Director, White House Initiative on Educational Excellence for Hispanic Americans; Alma Morales-Riojas, Chief Executive Officer, MANA, A National Latina Organization and Ranjit Sidhu, Vice President for Corporate and Community Relations, National Council for Community and Education Partnerships.

The study addresses the educational disparities between Hispanic students and their non-Hispanic counterparts. The report details how gaps that exist between these groups are vast and without swift action will worsen. Policy recommendations in the report span from increasing pre-school education to improving parent/teacher communications. It is meant to be a tool for state legislators and other

stakeholders to understand the scope of educational issues confronting the Hispanic community.

The panel comes as the Partners in Hispanic Education launch a seven-city tour of workshops and town hall meetings that will address these issues and offer solutions to communities and schools in crisis. The events will bring together parents, educators, community leaders and school administrators to help bridge the gaps that are detrimental to our youth and their educational futures. The first event will be held in San Diego, CA on November 22, 2003. Other pilot cities include Miami, Florida; Bronx, New York; Tucson, Arizona; El Paso, Texas/Las Cruces, New Mexico; Detroit, Michigan; and Albuquerque, New Mexico.

To read or download the complete report, please visit www.ushcc.com.



National BizFest Creates a New Generation of Entrepreneurs

Students from across the country continued their journey in becoming successful business owners at the USHCC Foundation Youth Entrepreneur National "BizFest" Training Camp and Competition, held at the USHCC 24th Annual National Convention & Business Expo at Arizona State University in Phoenix, AZ.

These future entrepreneurs participated in a series of intensive training sessions where they learned selling skills, entrepreneurship fundamentals and the "Foundation for Success," a self-esteem boosting curriculum focused on five key aspects: attitude, discipline, sense of urgency, level of commitment and education. The workshops culminated in a national "BizFest" contest where students tested the skills learned in previous days and presented their business concepts to a panel of judges.

Ruthie Fesahazion of Flowing Wells High School and Celeste Lopez of the University of Arizona won first place for their innovative concept to start a Mexico trade office, which would help companies, import and export goods to and from Mexico. The second place team was William Javier Soto de Leon of the University of Puerto Rico for his creation of Fresh Breeze Service Company, a unique air freshening system for the workplace. Winning third place was Porangui McGrew and Claudia Camacho, both from Phoenix, Arizona, for their business concept, Soba Soba, which would provide relaxing massage services from certified massage therapists to companies in their offices.

"Congratulations to all of the participants of the 2003 National "BizFest" Competition, especially the top three teams for their innovative ideas and dedication," said Frank Lopez, USHCC Foundation Executive Director. "With the help of the USHCC Foundation, these talented Latino youth are well on their way to becoming successful entrepreneurs."



The top three teams received award packages from the USHCC Foundation in the form of scholarships, internships, and mentorships totaling over \$50,000. Scholarship money won will be available to the winning students for the years they attend an institute of higher education: Winning students will also have the opportunity to participate in the USHCC Legislative Conference in Washington, D.C this coming March. All "BizFest" participants will automatically become members of the Foundation's BizFest Alumni Program, which offers guidance about scholarships, internships and other educational opportunities.

The "BizFest" program is part of the USHCC Foundation Youth Entrepreneurship Initiative, which this year was sponsored by the NASDAQ Educational Foundation, the Gillette Company, the UPS Foundation and Arizona State University.

For more information about the "BizFest" program visit www.ushccfoundation.org



USHEE: Foundation Convention Sponsors



Thanks to the following event sponsors who made the 24th Annual National Convention and Business Expo a success:

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Foundation Golf Awards Luncheon
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Foundation Golf Reception
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Foundation Golf Shirts and Hats FedEx Corporation

National Youth Entrepreneurship "BizFest" Competition

Arizona State University
McDonald's Corporation
Gillette Company
The NASDAQ Educational Foundation
The UPS Foundation

Youth & Career Pavilion Arizona State University McDonald's Corporation Team Fuerza Motorsports A Salute to Latino Youth U.S. Army

National "BizFest" Student Airline SOUTHWEST AIRLINES

National "BizFest" Student Lodging
Ramada Inn-Phoenix Downtown

National "BizFest" Food & Beverage
PepsiCo
Yums! Brand, Inc.
McDonald's Corporation

The USHCC Foundation would also like to congratulate Sydia Lee-Chee of Washington, D.C. on winning this year's Chevy TrailBlazer donated by General Motors.

Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number [6

USELS Foundation

The USHCC Foundation is committed to giving Latino entrepreneurs alternatives for lifelong learning through innovative programs and services. Become a contributor today, and guarantee Latino entrepreneurs a tomorrow full of success and opportunity.

If you would like to make a taxdeductible donation, please download or complete the online donation form at:

You may also send a check to the USHCC Foundation 2175 K Street, NW, Suite 100 Washington, DC 20037

With your financial support you can ensure that Latino entrepreneurs gain access and achieve success in the world of business.



es EXHIBIT

16

HAPICAUT

USHCC Foundation is a 501(c)(3) nonprofit organization

UNITED STATES HISPANIC CHAMBER

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Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number

17

2007

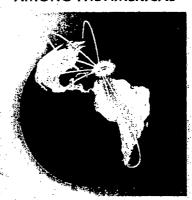
Annual Convention, Business Expo & International Pavilion

Plan to Attend this Historic Event!

- Meet representatives from Corporate America, leading U.S. Hispanical owned businesses and entrepreneurs, as well as leading companies from tatin America and the Caribbean.
- Öür Business Expa and International Pavilion provides you with unique networking opportunities in one of the largest trade shows available.
- East year, the USHCC Convention and Business Expo in Philadelphia attracted more than 4,000 attendeest

Bridging Commerce

AMONG THE AMERICAS



San Juan, Puerto Rico
SEPTEMBER 19-22, 2007



Puerto Rico Convention Center, San Juan, Puerto Rico **September 19 – 22, 2007** www.ushcc.com







Why Attend the USHCC Convention in Puerto Rico?

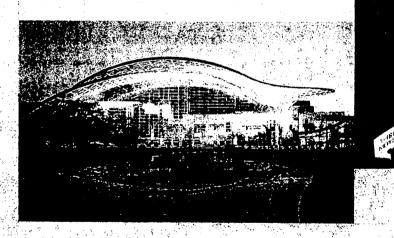
- The USHCC Convention is one of the largest
 Hispanic networking events in the United States,
 bringing in major U.S. businesses and more than
 200 exhibitors from the United States, Mexico,
 Venezuela, Dominican Republic, Canada,
 Panama, Colombia and Costa Rica.
- Puerto Rico is the largest per capita consumer of U.S. goods, acquiring more goods than larger economies, such as China, Italy, Russia, Brazil and Australia.
- Small businesses make up 99 percent of the businesses in the United States, and by the end of 2007, 1 out of every 10 small businesses will be Hispanic-owned.
- Many of the most powerful companies in the world, including 55 of those on the Fortune 100 list, have chose Puerto Rico as an investment and operating destination.
- In "Doing Business in 2006," World Bank classified Puerto Rico among the top 20 best places in the world in terms of "ease of doing business."
- Puerto Rico ranks 9th in the U.S. in terms of engineering degrees awarded, and its universities graduate approximately 23,000 bilingual students each year.

CONFERENCE SEMINARS AND PANEL DISCUSSION TOPICS

- International Trade
- Technology/Telecommunications
- Financial Services
- Energy
- Healthcare
- Latina Business Development
- Business Opportunities in Entertainment

Who Should Attend?

- Companies looking to expand their business reach to the U.S.-Hispanic market
- Companies seeking to expand their international business portfolio
- Companies interested in partnering with Hispanicowned businesses for goods and services
- Businesses looking to partner with major U.S.
 corporations
- Individuals and businesses seeking business training opportunities



THE U.S. HISPANIC CHAMBER
OF COMMERCE HAS A DIRECT
LINK TO 200 LOCAL CHAMBERS
REPRESENTING 2 MILLION
HISPANIC BUSINESSES THAT
GENERATE \$350 BILLION
A YEAR IN THE U.S.

What to Know about the U.S. Hispanic Market

- The number of Hispanic-owned businesses has grown 82 percent since 1997, and by 2010, there will be 3.2 million Hispanic firms generating more than \$465 billion.
- This year, Hispanic buying power will exceed \$863.1 billion—more than any other U.S. minority group.
- Experts observe that the growing Hispanic population over the next 20 years will be as important to businesses as the "Baby Boom" generation has been over the last 20 years.
- The top tier of companies investing in Hispanic marketing generated higher cumulative shareholder value from 2000-2004 than the remaining 75 percent of companies. Every \$1 invested in Hispanic marketing by leading companies returned \$4.

For More Information

Visit www.USHCC.com or call 202.842.1212

AIRFARE: To make a discount reservation, please call American Airlines at 1-800-433-1790 and mention the STARfile number A6597AA

HOTEL: Caribe Hilton San Geronimo Grounds, Los Rosales St, San Juan, Puerto Rico 00901 Tel: +1.787.721.0303

Puerto Rico is a U.S. Commonwealth. As such, U.S. citizens traveling directly between the United States and Puerto Rico do not require a passport, just established forms of identification to board flights and for entry (i.e. drivers license, etc. If you are not a U.S. citizen, visit the following website for further information on applicable visa and duties: www.travel.state.gov/visa/visa_1750.html

For visa and passport information and duties, please contact 1-888-874-7793.





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Wells Fargo

Western Union



UNITED STATES HISPANIC CHAMBER OF COMMERCE

The USHCC Convention is one of the largest business events in the United States, and it is the premier Latino business venue for U.S. companies to network and promote their business.



USHCC 2175 K Street, NW, Suite 100 Washington, DC 20037 202-842-1212 www.ushce.com



USHCC Foundation
2175 K Street, NW, Suite 320
Washington, DC 20037
202-429-0516
www.ushccfoundation.org



International Office
Puerto Real I Is Colonia Condesa
Mexicos D.F. 06170
Phone: (011) 525-55-286-0564
www.ushcc.com

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number

18

"Where Youth and Opportunity Meet"

MISSION

The USHCC Foundation is committed to the advancement of the Hispanic community's economic development and entrepreneurship skills through the empowerment of Hispanic-owned businesses, growth of the Hispanic chamber of commerce network and promotion of life-long learning experiences for Hispanic youth and entrepreneurs. The Foundation's broad-based approach is coupled with a proactive strategy, which is reflected in the diverse number of USHCC Foundation-driven programs created to reach constituencies of all age groups and needs.

To fulfill this mission, the USHCC Foundation builds alliances, partnerships and collaborative efforts to link the Hispanic chamber of commerce network, Hispanic entrepreneurs and Hispanic youth to initiatives that develop and enhance their critical thinking and entrepreneurship skills. Strengthening growth-driven partnerships with local and regional Hispanic chambers of commerce throughout the country is critical to this approach. The Foundation also aims to leverage corporate and public support to ensure current and future Hispanic entrepreneurs gain access to the business world in order to achieve success. The Foundation believes creating professional relationships helps Hispanic entrepreneurs expand their visions, which translates into financial strength and monetary benefit for the Hispanic community.

INITIATIVES

"Access to Success" Program – It is a mentoring program that offers students opportunities to shadow and gain practical experience from UHSCC Foundation corporate and business partners. An online mentoring portion was recently E-mentoring is designed to match students with professional adults in the careers and industries compatible to students' interest. As mentors, professional adults offer support, career counseling and friendship to students through an e-mail relationship.

Regional and National Youth Entrepreneurship "BizFest" Program - "BizFests" are intensive entrepreneurship training camps for Latino youth, in which participants learn how to turn hobbies into profitable ventures, manage money, develop a business concept, and present a business plan. Local Hispanic chambers partner with the USHCC Foundation to host "BizFests" in their cities, such as Orlando, Fla. and Kansas City, Mo.

"Latinos in Communication" USHCC Foundation Sprint Scholarship Program - The program was created to assist students interested in the areas associated with the telecommunications industry. It's available to high school seniors or undergraduate students enrolled in a community college or a four-year institution as a full-time student. Twenty-five scholarship recipients receive \$1,500.



Zalia Cosmetics and May Department Stores Company Scholarship Program – The program was created to aid young Latinas planning to or pursuing a major in business administration at a four-year college or university that also is a Hispanic Serving Institution. The scholarships are a percentage of Zalia Cosmetic revenue sales at Robinson's-May and Foley's department stores, and are administered by the USHCC Foundation. Scholarship recipients receive \$2,000 awards. Scholarships are renewable if students maintain eligibility requirements.

METRO 2 STEP (Service Technician Education Program) - The U.S. Department of Labor, Employment and Training Administration and BMW of North America in partnership with the USHCC Foundation have designed this program to provide viable career options with above average earnings for Hispanics. Trainees receive a 20-week BMW manufacturer-specific training, a starter set of professional tools, bilingual tutorial material to study for the National Institute for Automotive Service Excellence (ASE) certification and supervision from a BMW-certified mentor technician.

Cendant Corporation and USHCC Foundation Internship Program – The program was designed to offer internships to qualified Hispanic college students interested in business careers. Cendant Corporation owns brands such as Avis, Century 21 Real Estate, Ramada Inn, Orbitz and cheaptickets.com. Internships are available to students enrolled in an accredited two or four-year college/university, have expressed interest through the USHCC Foundation "BizFest" program, and want to obtain hands-on experience in their academic majors. The major must match Cendant-related disciplines.

Hector Barreto Sr. Memorial Scholarship Fund

USHCC Foundation Web Portal — It is a Web site that serves as the entry point to various sites (i.e. Yahoo! or MSN) and provides all USHCC Foundation constituencies with tools and resources previously unavailable and even unknown to them that will help expand businesses, education, networking abilities, and create a platform to address topics that affect the Hispanic community.

Leadership and Development Training Support – Select local Hispanic chambers of commerce will host quarterly Chambers of Excellence Training workshops and sessions for chamber executives and board members. Three-fourths of the proceeds will be used for financial sustainability and member service strategies, and the rest will be targeted toward business development.

Professional Mentoring Program — It is a mentoring program that is industry-specific and corporate-supported to increase Hispanic vendor-capacity and utilization with a specific sponsor or in a designated industry sector. The core approach is to assess, evaluate and match growing Hispanic-owned businesses with a successful sponsor and establish a two to three-year professional mentoring relationship.

"Executive-On-Loan" Program Support — It is a program that seeks the investment of the USHCC Foundation's corporate and business partners to enhance the Foundation's capacity to address economic and strategic growth.

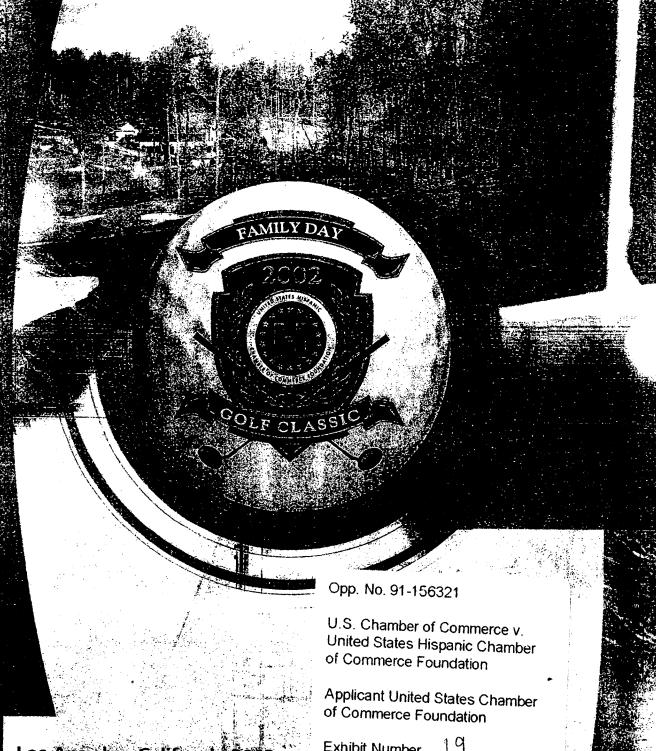
Entrepreneurship Networking Sessions — These sessions will be modeled after networking sessions hosted by the Ford Motor Company in Hispanic markets. The objectives of the sessions are to give additional leverage to expand business development in regards to industry benchmarks and contracting goals and objectives.

USHCCF Council of Economic Advisors — Is a board comprised of a small group of economists and social scientists and ex-officiated by high members of the USHCC and USHCCF. The focus of the council is, but not limited to, the stimulation of scholastic and applied research in the form of papers, studies, policy development, public forums, etc. in partnership with credible educational institutions and policy development "think-tank" organizations that have experience in Hispanic-based research.

Latino Youth Entrepreneurship "Micro Enterprise" Fund – It is a micro-enterprise loan and grant program dedicated to assist Latino youth entrepreneurs toward successfully starting up entrepreneurship ventures and businesses.

Latino Youth Entrepreneurship "Legislative Issues Day" – It is a learning and experiential day of dialogue and education for Latino students and USHCC corporate sponsors and DC legislators, which coincides with the USHCC Annual Legislative Conference.

"Latino School Adoption" Program — It is a project under development in collaboration with the White House Initiative on Educational Excellence for Hispanic Americans. The goal is for USHCCF outreach and local USHCC members to adopt schools and invest in specific areas to stimulate and promote increased education for Latinos in "low-performing" high schools.



Los Angeles, California 2002 All proceeds benefit. the USHCC Foundation Youth Entrepreneurship Program

Exhibit Number

H03096 ORFR 15 & 16, 2002





Dear Friends:

I am pleased to announce the United States Hispanic Chamber of Commerce (USHCC) Foundation's Inaugural Family Day & Golf Classic 2002, taking place in Los Angeles, California, on October 16, 2002. Our Family Day will provide a venue where the entire family can come and enjoy being a part of our network. In keeping with the spirit of the USHCC Foundation's mission to provide more opportunities for our youth, we have decided to expand on our already existing Golf Classic to be more inclusive of the entire family.

Pacific Palms Resort, which will host the Golf Classic 2002 on its two championship 18-hole courses, also has world class recreational and sports facilities. With an aquatic center, an equestrian center, and 15 miles of paths for running or walking, as well as a coed fitness center with sauna and steam rooms, there is something for everyone.

The USHCC Foundation is committed to programs and initiatives that provide opportunity and improve the quality of life for young people. Working with corporate America and partners such as yourself, we are able to fulfill our mission. All proceeds of the Family Day & Golf Classic will benefit the Foundation's youth entrepreneurial efforts.

l encourage you to participate in this exciting event from October 15–16, 2002 in Los Angeles. With your support, we can continue to fund our youth initiatives and make more opportunities available for our young people looking to find their future. Please visit www.ushcc.com for more details. Thank you and see you on the greens!

Front John

Frank López, Executive Director United States Hispanic Chamber of Commerce Foundation

Sponsorship Opportunities

Title Sponsorship \$100,000

- · Includes two foursomes
- · Option for giveaways and prizes
- · Brief remarks at Reception
- · Signage at all events

Golf Awards Luncheon \$25,000

- · Message and signage at the Awards Luncheon
- Includes one foursome
- Option for giveaways and prizes

Golf Reception \$12,500

- Message and signage at the Golf Reception
- · Includes one foursome
- Option for giveaways and prizes

Golf Breakfast \$12,500

- Message and signage at the Golf Breakfast
- · Includes one foursome
- · Option for giveaways and prizes

Golf Shirts \$15,000

- Includes one foursome
- Sponsorship recognition

Golf Bags \$10,000

- Includes one foursome
- Sponsorship recognition

Golf Hole \$5,000

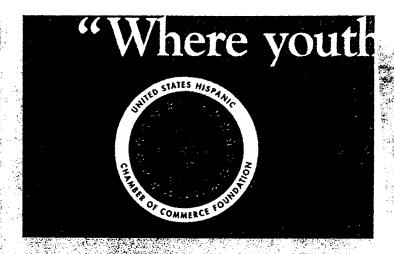
- · Includes one foursome
- Signage at hole

Golf Foursome \$1,100

Includes golf reception, opening breakfast, Award Luncheon, green fees, golf cather the last series and series and series are series and series and series are series are series and series are series and series are series and series are series are series are series and series are series are series and series are series are series are series are series are series are series and series are series

Individual Registration Package \$300

Includes golf reception, opening breakfast, Awards Luncheon, green fees, golf cart and practice balls.



Schedule of Events 2002

Tuesday, October 15

Hospitality Reception and Pre-Registration

• 6:00 pm - 8:00 pm

Wednesday, October 16

Breakfast

• 7:00 am - 8:00 am

Golf Tournament

• 8:30 am - 1:30 pm

Other Recreational Activities

• 8:30 am - 1:30 pm

Awards Luncheon

• 1:30 pm - 3:00 pm



ne opportunity meet

Commerce Foundation Commerce Foundation

USHCC Foundation

The USHCC Foundation is committed to the purpose of giving Latino youth alternatives for life preparation. The USHCC Foundation is also committed to a quest to awaken and nurture the entrepreneurial spirit within our young people and to help them each achieve success in the world of business.

To fulfill this mission, the USHCC Foundation builds alliances, partnerships and collaborative efforts to link our Latino youth to educational programs and entrepreneurial business opportunities. These linkages will help develop and enhance the business skills of Latino youth and will increase their capacity to sustain life-long progress and success through the world of business. The thrust of the work of the Foundation is grounded in a mission to help our Latino youth expand their horizons and to visualize and seek to actualize entrepreneurial ventures and opportunities that they never thought possible.

The development of these tools and the achievement of this mission is accomplished through the established programs of the Foundation. These programs serve to open the broader vista of entrepreneurship to our Latino youth, fostering the creation, growth and expansion of Latino-owned businesses. Through this learning and experiential process, Latino youth are empowered to sustain a positive and valuable business contribution within the mainstream United States and the global economy.

For More Information Please
Visit www.ushcc.com or
Call 202.842.1212 x125

Youth Entrepreneurship Program

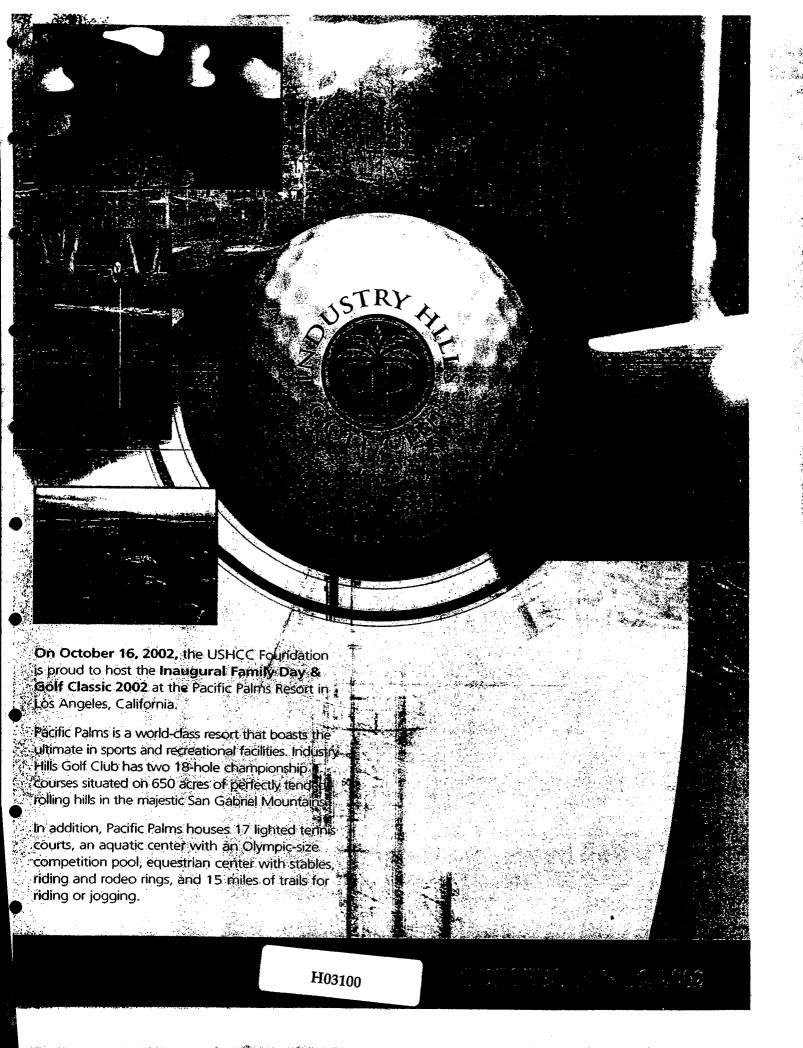
The Youth Entrepreneurship Program, in partnership with strategic corporate partners, will provide young participants with a variety of experiences through hands-on training, mentoring and self discipline aimed at increasing self-esteem and preparing for the workplace. Program participants will learn business planning, time-management and leadership skills as well as improve the understanding of the financial issues of starting a business. Program participants will be immersed in an experience structured to boost their confidence and expand their horizons.

The program has been designed for students ages 16 to 24 and will be offered in several cities throughout the Nation having local U.S. Hispanic Chamber of Commerce affiliates and significant concentrations of a Latino population.



Above: BizFest participants discuss their business plans.

Right: A classroom session encourages teamwork.





REGISTRATION & SPONSOR CONTRACT

Registrant

Continued on back page...

Name:	Title:	····	
	-		
	State / Province:		
Country:			
Phone: ()	Fax: ()		
Email:		· · · · · · · · · · · · · · · · · · ·	
Golf Foursome			
Player Name:		Handicap:	
Player Name:	Handicap:		
Player Name:			
Player Name:			
		,	
Deadline September 16, 2002	Quantity	Sub Total	
Club Rental	\$40	•	•
Number of Right Handed:	Number of Left Handed:	_	
☐ Individual Registration	\$300		
☐ Corporaté Foursome	\$1,100	-	
	Pg 9		
Sponsorship Opportu	inities		
☐ Title Sponsorship \$100,000 • Includes two foursomes	☐ Golf Reception \$12,500 • Message and signage at the Golf	☐ Golf Bags \$10,000 • Includes one foursome • Signage at hole	
 Option for giveaways and prizes 	reception (10/15/02)		
Brief remarks at Golf Reception and Awards Luncheon	Includes one foursomeOption for giveaways and prizes	m calkulata	tr.000
Signage at all events	Option for giveaways and prizes	☐ Golf Hole \$5,000 • Includes one foursome	
	☐ Golf Breakfast \$12,500 • Signage at hol		
☐ Golf Awards Luncheon \$25,000 • Message and signage at the	 Message and signage at the Golf Breakfast 		
Awards Luncheon	 Includes one foursome 	☐ Golf Foursome \$1,100 Includes golf reception, opening breakfast, Awards Luncheon, green fees and golf cart and practice balls.	
• Includes one foursome	 Option for giveaways and prizes 		
Option for giveaways and prizes	□ Golf Shirts \$15,000		

Includes one foursomeSponsorship recognition



REGISTRATION & SPONSOR CONTRACT

...Continued

Method of Payment * Sponsorship Fee \$ _____ Registration Fee \$ _____ Golf Foursomes \$ _____ Total Amount \$ _____ ☐ Check Enclosed ☐ Purchase Order Number: ___ ☐ MasterCard ☐ Visa Credit Card: ☐ American Express Name (as it appears on card) : Credit Card Number: ___ Expiration: * No refunds will be given for cancellations received after 10:00 pm EST September 16, 2002. This contract will not be binding on the USHCC / USHCC Foundation in the event of any strike, lockout, injunction, act of war, act of God, emergency declared by any government agency or any other circumstances beyond the control of the USHCC / USHCC Foundation. I, the undersigned, agree to abide by the rules and regulations of the USHCC Foundation's Inaugural Family Day and Golf Classic 2002. These rules include, but are not limited to, the rules of the Pacific Palms Resort/Industry Hills Golf Course. Lagree to indemnify and hold harmless the USHCC / USHCC Foundation from all claims of any kind, including all costs of defense and attorneys fees, arising out of, or which would not have occurred, but for the willful act and / or negligent acts of the undersigned. Authorized Signature: ____



Mail or Fax by September 16 2002 to:
United States
Hispanic Chamber of Commerce Foundation
2175 K Street, NW
Suite 100
Washington, DC 20037
(202) 842.1212 Tel
(202) 842.3221 Fax
www.ushcc.com/foundation.htm

Registration Deadline September 16, 2002

Don't Miss Out!

The GOLF CLASSIC 2002 Is Drawing Near!

Opp. No. 91-156321

U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number 20

889-1859-000 20 Applicant

DAILY CONVENTION NEWSLETTER

Friday, September 16, 2005 Issue 2 Vol. 3

HISPANIC ENTERPRISE: ATTAINING SUCCESS, BUILDING WEALTH

Business Leaders Tee Up for Education at Fifth Annual FedEx-USHCC Foundation Golf Classic

Executives and entrepreneurs showed off their golf game yesterday at the FedEx-USHCC Foundation's Fifth Annual Golf Classic at the Silver Spring Golf Course in Menomonee Falls.

The event was the official kick-off of the USHCC 26th Annual National Ervention & Business Expo.

The Golf Classic is chaired by uan Cento, President of the PedEx Express Latin America & Caribbean Division.

Ar. Cento has more than 28 are of experience in the air argo and express transportation dustry.

he tournament allowed business aders to play an challenging

round of golf while raising funds for the Foundation's Youth Entrepreneurship Initiative, which provides Latino youth with alternatives for life preparation and life-long learning through a series of initiatives and programs.

The Golf Classic is also a fun and relaxing way for participants to gear up for the three actionpacked days ahead at the USHCC Convention.

"Mr. Cento is a dynamic and successful businessman, as well as a philanthropist who is dedicated to the educational advancement of Latino youth throughout this country," said Frank Lopez, USHCC Foundation President.



Photos: Gustavo G

Juan Cento, President of the FedEx Express Latin America & Caribbean Division addresses the golfers at the 5th Annual FedEx-USHCC Foundation Golf Classic Awards Luncheon.

istinguished Speakers to Address USHCC Convention Attendants

he USHCC 26th Annual ational Convention and Business kpo will feature a number of tionally renowned panelists and eakers, including U.S. Departent of Commerce Secretary rlos M. Gutierrez; Federico fia, former Secretary of ansportation and Energy; and ben Barrales, Deputy Assistant President Bush and Director of Office of Intergovernmental airs.

retary Gutierrez will be the note speaker for the Internaal breakfast at 8:00 a.m. orrow, Friday, Sept. 16 at Midwest Airlines Center room.

Gutierrez is the 35th Secretary the U.S. Department of merce. The former chairman e board and CEO of Kellogg pany, Secretary Gutierrez is a member of President Bush's praic team.

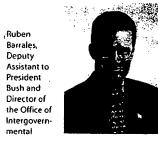
arnales and Peña will serve anelists for the USHCC dation's plenary session entitled "New Age Investors: The New Frontier for Hispanic Business Growth" at 10:00 a.m. on Friday, Sept. 16 at Midwest Airlines Center Room 101.

The plenary session will focus on the gap that exists between the purchasing power of the Hispanic community and the production power of Hispanicowned businesses.

Mr. Barrales serves as President Bush's key liaison to governors, state legislators, and local elected officials. He is one of the most prominent Latinos in government and has emerged as a critical facilitator and organizer on the homeland security issue. Mr. Peña served as U.S. Secretary of Transportation and later Secretary of Energy during the Clinton administration. An accomplished manager for the public sector, Mr. Peña advocated common sense regulatory reform and innovative reinvention and was committed to the promotion of economic development around the globe.



U.S. Secretary of Commerce Carlos Gutierrez





Fedrico
Peña,
former U.S.
Secretary of
Transportation and
Energy

Today's Highlights

Opening Breakfast

7:30 a.m. - 9:30 a.m. Midwest Airlines Center Ballroom

Plenary Session: "Breaking the Procurement Code"

9:45 å.m. - 11:15 a.m. Midwest Airlines Center Room 101

Concurrent Business Workshops 11:30 a.m. - 12:30 p.m. Mickwest Airlines Center Rooms 102A-B, 102 C, 102 D-E, 103 A-B

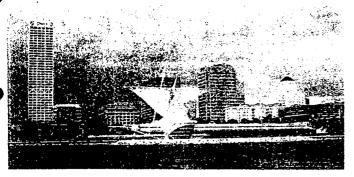
Anna Maria Arias Hispanic Businesswomen's Luncheon 1245 p.m. - 2:15 p.m. Micwest Airlines Center Ballroom

Chamber Training Sessions: "The Path Forward: Taking Your Chamber Into the Next Level"

2:30 p.m.- 5:00 p.m. Midwest Airlines Center Rooms 202 C, 202 D-E

LatinPalooza Event hosted by Hispanic Chamber of Commerce of Wisconsin 630 p.m.: 10:00 p.m. Marcus Center for the Performing Arts

NITED STATES HISPANIC CHAMBER OF COMMERCE 26TH ANNUAL NATIONAL CONVENTION AND BUSINESS EXPORMILWAUKEE, WI



Welcome to Milwaukee!

"¡Bienvenidos! As President and CEO of the USHCC, it is my distinct privilege to welcome you to our 26th Annual National Convention and Business Expo and the city of Milwaukee. This year's attendance is higher than ever, with participants coming from across the country and Latin America to take part in the largest gathering of Hispanic business owners in the United States."



Michael L. Barrera President and CEO, USHCC



"It's a distinct privilege to host the USHCC 26th Annual National Convention and Business Expo in our great city. As convention host chair, I'm excited to have the opportunity to showcase the beautiful attractions Milwaukee has to offer."

George Franco
Convention Host Chair, USHCC



"It is my great pleasure to welcome the distinguished participants of the 26th USHCC Annual Convention and Business Expo.;Bienvenidos a Milwaukee!"

Maria Monreal-Cameron
President, Hispanic Chamber of Commerce of
Milwaukee

JSHCC President and CEO welcomes new staff members to senior leadership team

Aichael L. Barrera, President and IEO of the USHCC, recently nnounced several key appointments the USHCC senior leadership team, which will contribute to the goals and vide-ranging agenda of the lispanic-owned business commutity.

Allen Gutierrez was named Chief Operating Officer. Prior to joining the USHCC, Mr. Gutierrez was a enior advisor to the Chief Operating Officer and the Office of international Trade at the Small Business Administration.

te was also a key representative on ne D.R. – CAFTA negotiations for ne SBA.

During his term at the SBA, Mr. lutierrez developed and maintained igh level contacts with-representaves of international governments, as rell as high-ranking officials at the

White House, and Congress.

CiCi Rojas is the Vice President of Strategic Alliances and Special Projects. Ms. Rojas was the President and CEO of the Hispanic Chamber of Commerce Greater Kansas City.

Under her leadership at the HCCGKC, Ms. Rojas was instrumental in helping to advance the agenda of the local Hispanic business community in the Greater Kansas City region.

She also developed diverse programs and resources to assist and expand Hispanic-owned businesses and provided professional opportunities.

Guillermo Meneses is Director of

Communications and Public Relations. Mr. Meneses comes to the USHCC from New Democratic Network, where he was the Vice President for Communications.

Mr. Meneses brings 14 years of



Guillermo Meneses Director, Communications and Public Relations



CiCi Rojas Vice President, Strategic Alliances



Allen Gutierrez Chief Operating Officer

experience in political, governmental and advocacy issues to the USHCC with a strong background in messaging, public affairs, and national media campaigns.

Prior to working at NDN, he was the press secretary for the Democratic National Committee.

"As we move forward in implementing the ambitious and wide-ranging agenda to advance the USHCC to new levels of advocacy and entrepreneurship, I am excited to have Allen, CiCi and Guillermo on board to contribute to its successful realization," Barrera said.

"They each bring key management skills to "the table, along with the energy, passion and integrity that makes for a winning team that will put the USHCC on a fast track to continued growth and success."

7:30 a.m. 9:30 a.m. Midwest Airlines Center Ballroom the Opening Break as it which marks the official commencerity of the UNIC Community on Strill day of events. It also is the event dutting the UNIC Rectional Awards are given to those Aispanic chambers.

The tip the tip of the proposal Awards are given to those Hispanic chambers; the first of Avenice, and corporate and government advocates. Who have demonstrate the bindifficult to the growth and empowerment of Hispanic own differences and have contributed to business excellence and leadership Het of Barre of the Keynote Speaker for this year's Opening Breakfast. As SHA Administrator parreto directs the delivery of financial and business development programs to America's entrepreneurs. Recognized by Hispanic Business Magazine as one of America's 100 Most Influential Hispanics. Business Magazine as one of America's 100 Most Influential Hispanics. Business Association in the corporate sector and has distinguished himself as a passional advocate for small businesses. He has served as charman of the Doard for the Latin Business Association in 12. Angeles and as vice that man of the board for the USHCC.

UNITED STATES HISPANIC CHAMBER OF COMMERCE



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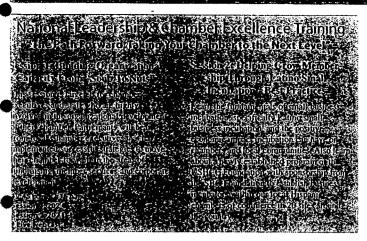
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li-Tech Company to Webcast Convention Events

he USHCC and the USHCC pundation have partnered with MIGOT CORP., a new York Cityased company, to webcast live events nd interviews with important figures om the convention floor to the SHCC and USHCC Foundation ebsites.

rank Lopez, President of the SHCC Foundation, brokered the artnership with Michael Amigot, nunder of AMIGOT CORP.

Knowledge-based activities are itical to our mission, which is why webcasting is an excellent tool to disseminate valuable information by extending our reach to chamber members and entrepreneurs who couldn't attend the convention," Lopez said.

Convention events to be webcast include National Leadership and Chamber Excellence Training Sessions, plenary sessions and workshops. The International Breakfast featuring speaker Secretary Commerce Carlos Gutienez also will be broadcast live.

Motivational speaker to train BizFest students

Carlos Ojeda, Jr., a motivational speaker whose client list includes the White House Initiative on Educational Excellence Hispanic Americans, the U.S. Army and the United States Hispanic Leadership Institute, will address hundreds of students at 8 a.m. to kick off the USHCC Foundation's National Youth Entrepreneurship BizFest Training Program.

As a community advocate, Ojeda has worked extensively with high school and college-aged youth and has spoken at over 150 different schools and universities around the country.

His experiences as a cultural outsider have shaped his desire to empower Latino youth, and he often advises his students to "never.

ever let anvone tell you who you are or what you will become. That's your destiny to fulfill, no one else's."

Ojeda will be one of the trainers for the three-day event, which focuses on building entrepreneurial and leadership skills for Latino youth. BizFest is the USHCC Foundation's signature youth entrepreneurship training program. National BizFest, hosted concurrently with the national convention brings together regional BizFest students from across the country, Mexico and Puerto Rico to compete for the national title.

Local students from the greater Milwaukee area also will participate in the program on a regional level. All students will compete for scholarships, internships and other awards.

Salsa and Meringue with the HCCW

Business"

Enjoy food, drink and live Latin music tonight at the Hispanic Chamber of Commerce of Wisconsin social event LatinPalooza at the Marcus Center for the Performing Arts. If you haven't bought your ticket, they are available at the USHCC Convention Registration Area. Tickets are \$75, which include the evening's entertainment, food and drink

Get the 411...

on the concurrent business workshops

> International Workshop "Trade Agreements Make Money"

Advances in communications and transportation technology, combined with free market ideology and trade agreements, have given unprecedented mobility to goods, services and capital. SBA Assistant Administrator Manuel Rosales, representatives from the banking and corporate sectors and the Chief Negotiator for the recently passed Dominican Republic-Central America Free Trade Agreement (CAFTA) will lead discussions on the impact of trade agreements on the global marketplace.

Technology Workshop

Making Sense of Technoligy How to Maximize Your Small Business in the 21st Century"

Participants will learn how to grow their business through the application of technology. Representatives from the nonprofit Small **Business Technology** Institute will discuss best practices for the use and application of technology as a business-enabling tool and touch on emerging trends that will drive the future of business. Participants include Avaya, IBM, Intel, Cisco and Verizon Wireless.

Access to Capital Workshop "The Oxygen of Your

Financial experts and representatives from the U.S. Small **Business Association will** explain how to leverage fiscal decisions and get the most out of your business. Basic financing, eligibility, surety bonds, equity capital and best practices will be discussed.

11:30 a.m. - 12:30 p.m. Midwest Airlines Center

International Workshop: Room 102A-B Technology Workshop: Room 102 C Access to Capital Room 102 D E Latina Workshop: Room 103 A-B Learn How to Break the **Procurement** Code

This session will focus on "breaking the procurement code" to winning contracts based on discussions with leaders from both the public and private sectors.

Speakers will be asked to share their insights not only by providing an overview of their organization and procurement processes, but more importantly highlighting the secrets to "breaking the code" and winning work.

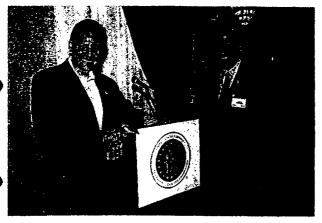


Latina Workshop

"Latina Entrepreneurship Equals Opportunity" Statistics show nearly four in ten (equivalent to 39 percent) of minority-owned firms are owned by Latinas. Panelists will address ways to improve their business capabilities and expand their resources. Panelists include NWBC and Latina entrepreneurs.

USHCC Convention Kicks Off With Fed-Ex USHCC Foundation Golf Classic

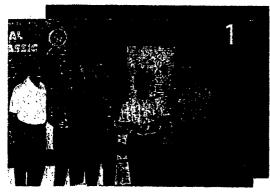
Convention activities started Tuesday, Sept. 13 with the 5th Annual FedEx-USHCC Golf Classic Reception in the Hilton Milwaukee City Center Monarch Room. The reception, which was hosted by the USHCC Foundation and FedEx, pre-empted the Golf Classic Tournament on Wednesday, Sept. 14. Almost 200 golfers headed out to the Silver Spring Country Club to tee off at 8 a.m. The day culminated in an awards luncheon.



Michael L. Barrera, USHCC President and CEO and Frank Lopez, USHCC Foundation President at the Golf Classic Reception.



2





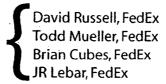
Photos: Gustavo Gargallo

Juan Cento, President of the FedEx Express Latin America & Caribbean Division and Golf Classic Chair addresses the attendants at the Fifth Annual FedEx-USHCC Foundation Golf Classic Reception.

Congratulations to the 5th Annual FedEx-USHCC Foundation Golf Classic Winners

Mike Kilcoyne, FedEx Dale Hyde, FedEx Ted Hathorn, FedEx Tom Collins, FedEx

> Eric Serrano, NGMS-Oshkosh, Inc. Mike Larsen, NGMS-Oshkosh, Inc. Don Cohen, NGMS-Oshkosh, Inc. Brian Ganos, NGMS-Oshkosh, Inc.





U.S. Chamber of Commerce v. United States Hispanic Chamber of Commerce Foundation

Applicant United States Chamber of Commerce Foundation

Exhibit Number

DAILY CONVENTION NEWSLETTER



Saturday, September 17, 2005 Issue 3 Vol. 3

HISPANIC ENTERPRISE: ATTAINING SUCCESS, BUILDING WEALTH

e Delivers Empowering Message

to USHCC Convention Attendees

Inspirational, touching, compassionate. These are only a few of the words to describe Friday's International Breakfast keynote speaker. The speech delivered by the U.S.

Secretary of Commerce Carlos Gutierrez was received to loud applause.

Gutierrez, a key member of President Bush's economic team, who also is a proud Hispanic American, shared his excitement about the growing influence of Hispanics in America.

Secretary Gutierrez sees tremendous potential in the fact that the Hispanic population is young.

He also took the opportunity to mark the importance of opening trade with more Latin-American countries.

He will travel to Central America as part of an upcoming trade mission, which he calls "free trade in action."

Sec. Gutierrez also shared in detail what the administrations efforts were to help the in necessary recovery efforts unleashed by



U.S. Secretary of Commerce Carlos Gutierrez addresses Convention attendees at the International Breakfast on Friday.

hurricane Katrina. He shed new light on the newly released efforts to reconstruct New Orleans and neighboring states.

What the audience most responded to, however, was the invitation to personally take part in it.

"I want to see Hispanics business out front on this initiative... We will rebuild better and stronger", he said, assuring that after the reconstruction there would be no better place to invest than in New

USHCC Expo Floor is Open For Business

Orleans

The International Breakfast also was a time for rewards and recognition.

The Sanchez to Sanchez to Smith award that recognizes involvement in international trade was given to Klev Peraita from Condor Enterprises International.

The Yacatecutli award, named for the Aztec god of commerce, was given to Roberto Ramirez, President of Tidy International.

Today's Highlights

National Leadership & Chamber Excellence Training Sessions: "The Path Forward: Taking Your Chamber to the Next Level" 8.00 a.m. - 10:45 a.m.

Midwest Airlines Center Rooms 202 C, 202 D-E

Hispanic Heritage Parade 9.00 a.m. - 1130 a.m. Downtown Milwaukee

Business Expoand 1st Annual Small Business and Workforce Development Pavilion

10:00 a.m. - 3:00 p.m. Midwest Airlines Center Exhibit Halls A-D

National Delegate Caucus 11.00 a.m. - 12.00 p.m. Midwest Airlines Center

Room 101

Regional Delegate Caucuses 12:15 p.m. - 1:00 p.m.

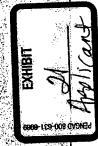
Midwest Airlines Center Rooms 102 A-B, 102 C, 102 D-E, 103 A-B, 103 C, 103 D-E

Pre-Awards Dinner Reception 6:00 pm - 7:00 pm Midwest Airlines Center

Awards Dinner 7.00 p.m. - 9.30 p.m. -Midwest Airlines Center Ballroom :

Ballroom Foyer

Philadelphia Ball 930 p.m.: 1:00 a.m.



Midwest Airlines Center



USHCC President and CEO Michael L. Barrera joins Board members at the Business Exporibbon cutting ceremony at the Midwest Airlines Center Expo Halls.

Photo: Max Taylo

The USHCC extends their sympathy to the family and friends of those affected by Hurricane Katrina, in particular our chamber members and affiliates. and has pledged to match all donations collected September 14-17.







Statement from USHCC Board of Directors Chairman

David C. Lizárraga

As the outgoing USHCC Board Chairman, I want to express my sincerest gratitude for making this convention a truly memorable event. The city of Milwaukee proved to be a great venue to host our largest and most successful Convention to date. I want to thank all the sponsors, participants and partners who have contributed to the tremendous success of the convention. This year's Convention, which showcased the passion,, influence and entrepreneurial spirit of the Hispanic community, was highlighted by the 70 percent increase in chamber membership during the past year. I close my tenure as Chairman proud that I and the USHCC Board of Directors have continued to promote the business interests of the Hispanic community day in and day out. I know Chair-elect George Franco shares my passion for the USHCC and I have no doubt next year's USHCC Convention in Philadelphia also will be one to remember.

¡Mil gracias!





Statement from USHCC President and CEO

Michael L. Barrera

Dear Convention participants, sponsors and distinguished guests,

As the new President and CEO of the United States Hispanic Chamber of Commerce, I want to take this opportunity to offer my sincerest thanks for making my first official convention an enormous success.

This year's annual convention, held in the grand city of Milwaukee, was the largest convention in the history of the USHCC. I want to thank all of the sponsors, partners and participants who have helped to make this convention a memorable and educational experience. We now have more than 210 affiliated chamber members and know that with your help and leadership the USHCC will continue to grow and expand.

I also want to extend a special thanks to the Board and to Chairman David C. Lizárraga who officially hands over his chairmanship to George Franco at the end of this Convention. Under David's leadership, the USHCC has reached new frontiers of success and achievements.

As we commence the end of this Convention, I want to extend a special invitation to attend the 27th Annual Convention and Business Expo, which will be hosted in the magnificent city of Philadelphia.

In addition, I would like to thank my staff for their all of their hard work and dedication and for making this Convention an outstanding success.

¡Gracias y nos vemos en Filadelfia!





Photo: Diana Tejada

From left: Michael L. Barrera, President and CEO of the United States Hispanic Chamber of Commerce: Luis Fortuno. Puerto Rico Resident Commissioner; and House Speaker J. Dennis Hastert (R-IL) listen to the remarks of Secretary of Commerce Carlos Gutierrez in favor of the passage of DR-CAFTA at a July 26, 2005 press conference on Capitol Hill.

USHCC Applauds Passage of DR-CAFTA Bill

In March 2004, the United States Hispanic Chamber of Commerce, together with its more than 153 local and state chambers of commerce nationwide, announced its endorsement of DR-CAFTA bill. After a long and vocal campaign, the bill passed on July 27, 2005.

"With the vote Congress has taken an important step in allowing U.S. Hispanic businesses to bridge a significant economic gap with the Central American business community and establish the parameters for a better quality of life for Central American workers," Barrera said.

USHCC President and CEO Michael L. Barrera participated in a press conference to urge the bill's passage on July 26. Mr. Barrera's participation on behalf of the member chambers and corporate partners, reaffirmed the USHCC's commitment and overwhelming support for the immediate passage of this agreement.

Also present at the historic press conference was Speaker of the House J. Dennis Hastert (R-IL) and Secretary of Commerce Carlos Gutierrez, who also addressed the USHCC Convention attendees during Friday's International Breakfast at the Midwest Airlines Center Ballroom.

UNITED STATES HISPANIC CHAMBER OF COMMERCE



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One of Milwaukee's Own Elected New Chairman of the USHCC Board of Directors

The USHCC Board of Directors recently elected distinguished businessman and Milwaukee lal George Franco as its new

"Mr. Franco is a renowned and respected business and community advocate and his leadership will serve the USHCC well," said Chael L. Barrera. USHCC President and CEO.

"His experience, vision and indepth understanding of the needs of small businesses will provide services and information technol- Academy, Mr. Franco is active in He also serves as Chairman of and to the successful execution of throughout the country. the USHCC mission."

Mr. Franco is a recognized expert Avantelnvestment and country's siness leaders.

ration, a group of financial ment of Justice FBI Citizen's businesses.

Chair-elect George Franco talks to sponsor representatives on the Business Expo floor on Friday.

Photo: Max Taylor

tinued growth of the USHCC \$24 billion in financial activity his local community.

Mr. Franco also serves as CEO of USHCC's man of National Financial Corpo- A graduate of the U.S. Depart-

an integral contribution to the ogy companies managing over his service of both the USHCC and the USHCC National Legisla-

He is the chief architect of the USHCC's recently Avan- ¡Capital! program, a \$1 billion in the financial field and is one of teEconomic Associates, a capital public-private partnership with top Hispanic investment and strategic research U.S. Bank and the U.S. Small Chair of United Way's Financial and analysis firm that services Business Association which aims Institutions Committee that He is founder, CEO and Chair- both the private and public sector. to provide greater access to capital helped raise over \$30 million for for medium-sized small to

tive Committee which drives the legislative launched regulatory agenda on Capitol

> He most recently served as Cothe greater Milwaukee community.

Former U.S. Secretary of Labor d Energy Federico Peña, Tim Keane of Marquette University's Business School: and Marianne Hudson of the Kauffman **und**ation answer. auestions at the plenary session.

Photo: Max Taylor

USHCC Foundation Plenary Session Focuses on Investment Opportunities

In an effort to address the wealth gap between the purchasing power and production power of Hispanics in America, the USHCC Foundation hosted a plenary session Friday featuring prominent experts in the field of angel investing, venture capital investment and private equity partnerships.

"We need to close the gap between what our purchasing power is -\$700 billion today and approaching I trillion dollars within the next decade - and what our production power is, estimated at about \$450 billion," said USHCC Foundation President Frank Lopez.

"This is a significant gap, and emerging businesses will be the ones to close that gap."

The two-hour event, sponsored by First American Corporation and SBC Communications, focused on ways of identifying and obtaining funding to start or grow a business. included Marianne **Panelists** Hudson, director of the Kauffman Foundation's Angel Initiative; Tim Keane of Marquette University's

Business School and director of the Golden Angels Network, and former U.S. Secretary of Energy and Transportation and current partner with Vestar Partners, Federico Peña.

Peña told participants that although the gap between spending power and net worth in the Hispanic community has historically been higher than that for non-Hispanics, there is reason for optimism.

"The good news is, there is an oversupply of capital today that is looking for people who want to grow their businesses in new ways."

Pena estimated that \$90 billion in investment capital is available for business partnerships around the country. He noted that these investors are now aggressively pursuing Hispanic-owned businesses as the growth of the Hispanic population continues to influence the U.S. economy.

"It's a positive environment for businesses to flourish," he said.

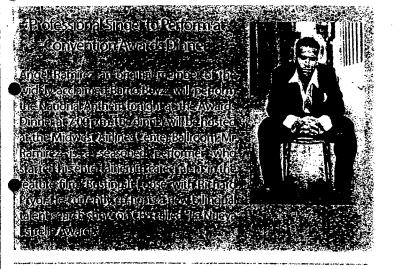
Students, USHCC Foundation Leadership Inaugurate Pavilion



lational BizFest students join the USHCC Foundation staff at the bbon-cutting ceremony for the 1st Small Business and Workforce evelopment Pavilion at the Business Expo on Friday.









Preparing the Way for Philadelphia 2006

Convention attendees learn more about the attractions and sights of the City of Brotherly Love courtesy of the representatives from Philadelphia who offered a preview of what participants will expect at the 27th Annual National Convention and Business Expo.

Join the HCCW at the Salute to Hispanic Heritage Parade

The Hispanic Chamber of Commerce of Wisconsin is hosting a Salute to Hispanic Heritage Parade at 9 a.m. starting at North Fourth and Wells streets. The procession will travel through downtown Milwaukee and end on Sixth street two blocks from the Midwest Airlines Center.

Mayor Tom Barrett and other local prominent community leaders will be participate in the parade, including Rev. Eleazar Perez who will serve as grand marshall.

Corporations who have recognized the economic importance of the Hispanic community such as Time Warner Cable will participate in the parade by sponsoring Looney Tunes characters. The Milwaukee Brewers will bring local spin with Bernie Brewer and the four famous sausages: Perro Caliente, Salchicha Alemana, Salchicha Italiana, and Salchicha Polaca.

USPS to Launch Commemorative Stamp at Business Expo

Honoring the contributions of Latino art to American culture, the U.S. Postal Service is issuing four stamps featuring dances that highlight the cultural richness of the Caribbean.

Showcasing one of four popular dances on each stamp, Latino artists have created designs that express their personal interpretations of merengue, salsa, cha-cha-chá, and mambo using vivid colors and sinuous shapes to capture the energy of the dancers moving to the beat.

"Hispanic Americans have long played a vital role in the development of this country, and the Postal Service is proud to honor that role," said Jacqueline Padrón, National Hispanic Program Specialist for the U.S. Postal Service.



The stamps, designed by Latino artists, reflect four dances which have origins in the Caribbean.

Source: Jacqueline Padrón, USPS

Michael L. Barrera, USHCC President and CEO will be among the top leadership to participate in a joint press conference to unveil the stamps at 10:30 a.m. on the Business Expo floor at the Midwest Airlines Center.

Expo attendees will have the opportunity to be among the first to purchase these stamps in the greater Milwaukee area.

First-Ever Presidential Roundtable Sets Positive Tone for the Future

Michael L. Barrera, USHCC President and CEO, led an ngaged hour-long discussion with chamber members, presidents and executive directors at the first-ever Presidential Roundtable Discussion Friday, September 16.

roundtable gathering, ponsored by Altria Corporation, gave chamber members a chance to meet Mr. Barrera and his senior staff and learn more about the long- and short-term goals and initiatives of the USHCC's

new leadership.

"It's all about customer service." Barrera said to a standing roomonly crowd.

"Although I've only been with the chamber for a few short months. I can already feel the energy and we've got some big things planned for the coming months and years ahead."

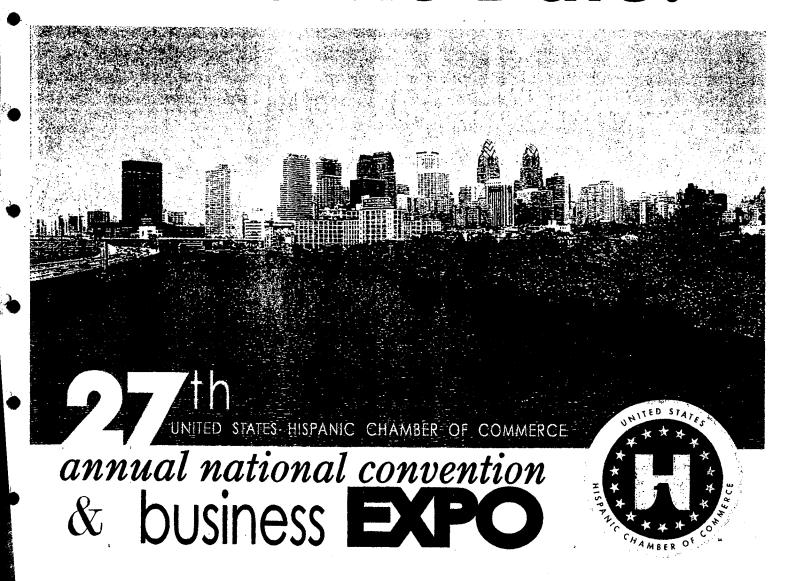
Barrera, along with Convention Chair and Board of Directors Chairman-elect George Franco, Chairman David C. Lizárraga and USHCC Foundation President Frank Lopez, acknowledged the challenges that the national chamber has faced in the past and presented clear goals and ideas for future success and collaboration. Barrera unveiled several national chamber initiatives that are currently in the works, including holding regional public policy town halls, "to take the chamber on the road," and stated that the chamber will be taking a more active leadership stance on issues like immigration policy, tort reform and health care policy.



Michael L. Barrera, USHCC President and CEO, speaks at the President's Roundtable Discussion on Friday.

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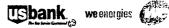
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25 Years of Celebrating Hispanic Enterprise





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The Business Expo is a port of the United States Hispanic Chamber of Commerce 25th Annual National Committee in Austin, Texas.





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-



J. Terrence Lanni



Tina Cordova



J.R. Gonzales

¡SALUDOS!

he United States Hispanic Chamber of Commerce (USHCC) and its convention co-chairs are excited to welcome you to the 25th Annual National Convention & Business Expo in the vibrant city of Austin, Texas. This is a momentous event for the USHCC as it marks our 25th year as the nation's leading advocate for Hispanic businesses. This magazine features a 25th anniversary commemorative section highlighting important milestones of our 25-year history. We are excited to have the participation this year of Texas Governor Rick Perry and Austin Mayor Will Wynn.

This year's convention will celebrate the impact of Hispanic enterprise on our economy. Today, according to the Small Business Administration, Hispanic firms comprise 8% of all businesses and in Texas they represent more than 15% of those businesses. Collectively, Hispanic businesses bring in more than \$200 billion in annual revenue.

Through a series of workshops and plehary sessions, industry experts will discuss this remarkable growth as well as some of the major issues and challenges facing Hispanic business owners today, such as obtaining minority and women business certification, the latest developments in broadband technology for small businesses and procurement opportunities. You will learn successful strategies for tapping into the corporate and federal marketplace and about exciting new opportunities for minority-owned firms.

For chamber executives, we will continue to offer leadership training. Don't forget to stop by our Business Expo on September 17-18, featuring Fortune 500 companies and local businesses eager to share their products and services with you. The expo includes the USHCC Foundation's Youth & Career Pavilion, where exhibitors will offer career and educational information. Our 25th anniversary program would not be complete without our theme party celebration on Friday starting at 8 pm. Also make plans to attend the 2004 Evening Soirée! Bring Out the Nightlife! on Thursday at 8 p.m., sponsored by the Greater Austin Hispanic Chamber of Commerce and the Texas Association of Mexican American Chamber of Commerce.

A special thanks to all of our sponsors, chambers, partners and friends as we celebrate this special occassion.

Sincerely

Gary L. Cowger Convention Co-Chair GM North America

. President

J. Terrence Lanni Convention Co-Chair MGM MIRAGE 4 Chairman & CEO

Tina Cordova USHCC -Board Chair

J.R. Gonzales USHCC * Acting President & CEO

Experience AUSTIN

Entering Austin City Limits

Known for its casual and playful nature, Austin, the playground of Texas, is situated at the center of the Lone Star State and

stands as the gateway to the Texas Hill Country and the Highland Lakes. As the

state capital

and home to The University of Texas, the city supports a politically charged and culturally rich environment. Austin is hip, trendy and high-tech. A large cre-

ative population, primarily musicians and artists, enhance its edectic nature. Hispanic Magazine recently named Austin number one among the "Top 10 Cities for Hispanics to Live."

Natural Appeal

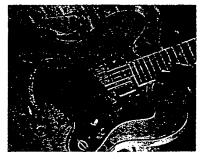
Blessed with a year-round temperate climate and 300 days of sunshine a year. Austin offers outdoor treasures such as parks, nature trails and wilderness preserves that create an oasis in the heart of the city. Town Lake bisects the center of downtown and is bordered by 10 miles of hike-and-bike trails where devoted joggers, walkers and cyclists flock to every hour of the day. From April through October, 1.5 million Mexican free-tail bats live under the Congress Avenue Bridge that spans Town Lake. Onlookers flock to the shores nightly to watch the nocturnal creatures emerging from beneath the bridge.

Historical View

Originally a buffalo hunting ground favored by Tonkawa Indians, Austin was permanently settled in 1838 as a trading post. Now, more than a million people live in the city, named after Stephen E. Austin, who colonized Texas. The Texas State Capitol, an imposing pink granite structure, commands a stately presence in downtown. Almost 15 ft. taller than the nation's capitol, the Texas Statehouse is the largest domed statehouse in the country. Texas' larger-than-life history comes together under one roof at the new Bob Bullock Texas State History Museum, which features intriguing artifacts, interactive exhibits, multi-media shows, and an IMAX Theatre.

Musical Talent

In the city where the music never stops, live music plays at more than 100 venues on any given evening. A little blues, a little country, the beat of rock and roll, and even a few jazz licks puts Austin music into a distinctive music genre of its own. The largest concentration of music venues is found downtown in the Warehouse District and along Sixth Street, a six-block stretch of bars and restaurants. Now in its 30th year, Austin City Limits, the live PBS music series that showcases American music and









Texas music in particular, continues to be the best show in town.

Cultural Scene

Austin is one of only a few U.S. cities that offers a combination of professional ballet, symphony, opera and theater. With 20 museums, dozens of galleries, and as many as 35 theater companies, the city is experiencing a cultural renaissance. Many of the city's cultural resources are found on the campus of The University of Texas, where the Harry Ransom Center completed a renovation in early 2003 and where the Blanton Museum of Art will open a new facility in 2005. The Lyndon B. Johnson Library and Museum, also located on campus, remains the most visited of the nation's presidential libraries. A scale replica of the Oval Office, artifacts from Air Force One, and volumes of official documents chronicle the rise of a young man from central Texas, who would be our nation's 36th president.

Source: Austin Convention & Visitors Bureau. Visit www.austintesas.org.



TUESDAY, SEPTEMBER 14

6:00 - 8:00 pm

USHCC Foundation 4th Annual

Golf Classie Welcome Reception

WEDNESDAY, SEPTEMBER 15

6:30 am --3:00 pm

USHCC Foundation 4th-Annual Golf Classic Tournament

7:00 am + 8:00 am 8:00 am

Golf Classic Breakfast Golf Tournament Tee Off

11:00 am - 6:00 pm

Registration Open-Golf Classic Awards Luncheon

1:30 pm - 3:00 pm 3:00 pm - 6:30 pm 6:30 pm - 9:00 pm

Exhibitor Move-In

9:30 pm - 12:00 ani

Welcome Reception Hospitality Night

THURSDAY, SEPTEMBER 16

7:00 am - 8:00 am 7:00 am - 7:00 pm

"BizFese" Registration Registration Open

8:00 am - 6:00 pm

Exhibitor/Youth & Career,

7:30 am - 9:30 am

Pavilion Move-In Opening Breakfast (licketed event)

10:00 am - 12:00 pm 9:45 am - 11:15 am

"BizFest" Sessions Plenary Session! The New Age of

Procurement:

11:30 am-12:30 pm

Concurrent Business Workshops

Creating Opportunities Through Certification · Harnessing Broadband Technology for Your

Business

2004 Presidential Campaign: A Political Analysis

12:45 pm - 2:15 pm

Anna Maria Arias 🧓

Businesswomens Euncheon

1:45 pm - 4:30 pm

(ticketed event)-BizFest Sessions

2:30 pm - 5:15 pm : Procurement Networking

2:30 pm - 5:00 pm

6:30 pm - 12:00 am

Chamber Training 🔻 2004 Evening Soiree! (local hamber fundraiser)

FRIDAY, SEPTEMBER 17

7:30 am - 4:00 pm

8:00 am - 11:45 am

8:00 am = 10:00 am

8:30 am - 10:00 am

0:15 am - 11:30 am

1:30 pm - 5:00 pm...

12:00 pm = 12:15 pm 8:00 pm - 12:00 am

Registration Open

Exhibitor/Youth & Career Pavilion Move-In

"BizFest" Sessions

International Breakfast with Governor Rick Perry (ticketed event)

USHCC Foundation Salute to

Latino Youth

BizFest. Sessions

Expo Ribbon-Cutting Geremony

Wild Wild West Fiesta!

SATURDAY, SEPTEMBER 18.

8:00 am - 9:00 am

8:00 am - 3:00 pm

8:00 am - 10:45 am 9:00 ani - 12:00 pm

10:00 am - 3:00 pm

11:00 am - 12:00 pm

12:15 pm - 1:00 pm 1:30 pm - 4:00 pm

3:00 pm - 8:00 pm 6:00 pm + 7:00 pm

7.00 pm - 9:30 pm

9:30 pm - 1:00 am

"BizFest" Breakfast Registration Open: Chamber Training BizFest" Sessions

Expo/Youth & Career Pavilion

Opens

National Delegate Caucus Regional Delegate Cancus

"BizFest" Luncheon & Awards

Ceremony

Exhibitors Move-Out Pre-Awards Dinner Reception

Awards Dinner (pcketed event) Milwaukee Ball (ticketed event)

SUNDAY SEPTEMBER 19

8:00 am - 2:00 pm

Exhibitor/Youth & Career Pavilion Move-Out

Welcome to Austin

The Texas Association of Mexican-American Chambers of Commerce (TAMACC) & the Greater Austin Hispanic Chamber of Commerce (GAHCC) invite you to attend the 2004 Evening Soirée! Bring Out The Nightlife! to take place during the USHCC 25th Annual National Convention & Business Expol





H03632

Photos Courtesy of the Austin Convention & Visitors Burea



Howdy and welcome to Texas. As a Tejano and your Convention Host Chair, I am delighted to host the United States Hispanic Chamber of Commerce (USHCC) Convention in the city of our State capitol, Austin, Texas. On behalf of my colleagues on the board of the USHCC, it gives us great pride that Hispanic-owned business, Hispanic leaders, corporate and political leaders join us to help celebrate the chamber's Silver Anniversary.

We salute the past leaders of the USHCC whose vision helped start this organization over twenty five years ago. Their labor brought together a coalition of Hispanic leaders with a mission to create wealth in the Latino community. We enjoy many benefits from the fruit of their labor but the work must continue. Many of us celebrate the life of Hector Barreto Sr., whose legacy will continue to inspire Hispanic leaders of the future.

Today, the USHCC continues to build on the vision and mission of those Hispanic leaders by advocating for the business interest on behalf of the nearly two million Hispanic owned businesses in the United States and Puerto Rico.

As you participate in our convention, I ask you to have a great time and enjoy the awesome events that our staff has planned for you. However, as you walk through our convention expo floor you need to remember why you are there – it's about the money. Make sure that you visit every booth on the floor because they too believe that it's about the money.

Buena Suerte,

Massey Villarreal

USHGC Board Member, Region III

President/CEO, Precision Task Group

Board of Directors 2004

REGION I

REGION II

REGION III



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ATL, Inc.
Phoenix, AZ

H03634

* Denotes Regional Chair

Board of Directors 2004

REGION IV

REGION V

REGION VI



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Melville, NY



Alex Chavez
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JCB/Amigo Insurance, Inc.
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President
Centro Unido de Detallistas
de Puerto Rico
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HISPANIC Trends is your guide for succeeding in the fast-paced, competitive, increasingly diverse business world. Whether it's the latest information on the Hispanic market, business opportunities, networking tips, managing and marketing advice, economic forecasts, technology in the workplace, or profiles of today's most successful entrepreneurs, HISPANIC Trends is your secret weapon for succeeding in today's marketplace.

H03636

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Cecilia Cortés Art Director

Lucia Cortés Assistant Coordinator, Membership Services Trey Barry

Maria Ibañez VP, Communications & Marketing

Diana Maravilla Strategic Alliances Assistant

J.R. Gonzales Acting President & CEO

Pedro Martinez Assistant Controller

Jeff Vigil Chief, Information Systems

Connie Valiente VP; Sponssorships & Event Services

Randy Ramat Director Strategic Alliances

Rosanna Tapia

Carolina Callinicos Coordinator, Production Services

Zelandia Tapia



Jaime Christianson Intern

Patricia Caldera

Michelle Alvarado Director of Special Projects

Marsha Talento Manager, Membership Services

Erica Ferreras Office Assistant/Receptionist

Natalia Martinez Duncan Communications Specialist

Shana Mosher Director of Special Projects

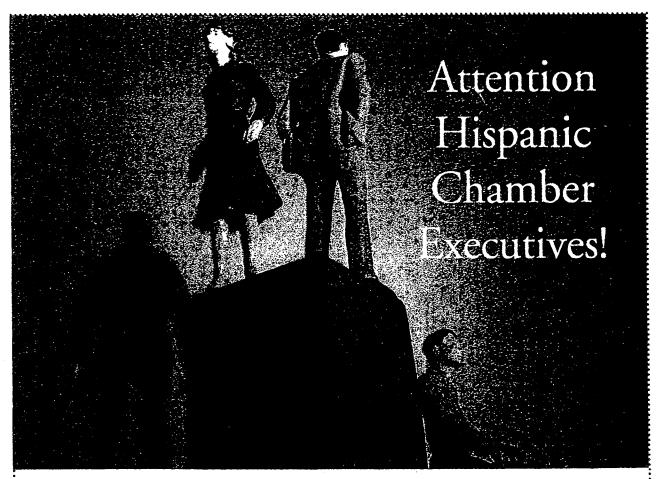
Not pictured: Lourdes Santiago Producer, Hispanics Today TV Show George Lamies
Chief Financial Officer

Olga L. Quiroz International Trade Assistant



Claudia Aboin Director, Mexico Office H03637

Mexico Office



Maximize Your Chamber Success at the USHCC Chamber Training in Austin, Texas

WHERE?

Austin Convention Center

WHEN?

THURSDAY, September 16

2:30 pm - 5:15 pm

TRACK 1: Business Model: The Importance of a

Hispanic Chamber, Room 16A

TRACK 2: Increasing Chamber Membership and

Revenue, Room 16B

SATURDAY, September 18

8:00 am - 10:45 am

TRACK 1: Marketing Your Hispanic Chamber

Room 16A

TRACK 2: Operations and Financial Management

of a Chamber, Room 16B

The Chamber Training Initiative is a part of the USHCC's ongoing commitment to offer access to information and resources that will help chamber members maximize their chamber needs and services. The twopart Chamber Training offers an in-depth program to build, enhance and maximize business performance for success in the competitive global market.





Biography

George W. Bush

President of the United States



George W. Bush is the 43rd President of the United States. He was sworn into office January 20, 2001, after a campaign in which he outlined sweeping proposals to reform America's public schools, transform our national defense, provide tax relief, modernize focial Security and Medicare, and encourage faith based and community organizations to work with government to help Americans in need. President Bush served for six years as the 46th Governor of the State of Texas, where he earned a reputation as a compassionate conservative who shaped public policy based on the principles of limited government, personal responsibility, strong families, and local control.

President Bush was born on July 6, 1946, in New Haven, Connecticut, and he grew up in Midland and Houston, Texas. He received a bachelor's degree from Yale University in 1968, then served as an F-102 fighter pilot in the Texas Air National Guard. President Bush received a Master of Business Administration from Harvard Business School in 1975. After graduating, he moved back to Midland and began a career in the energy business. After working on his father's successful 1988 presidential campaign, he assembled the group of partners that purchased the Texas Rangers baseball franchise in 1989.

Since taking office, President Bush has signed, into law, bold initiatives to improve public schools by raising standards, requiring accountability, and strengthening local control. He has signed tax relief that provided rebate checks and lower tax rates for everyone who pays income taxes in America. He has increased pay and benefits for America's military and is working to save and strengthen Social Security and Medicare.

President Bush is married to Laura Welch Bush, a former teacher and librarian, and they have twin daughters, Barbara and Jenna.





STATE OF TEXAS OFFICE OF THE GOVERNOR

June 10, 2004

A Message from Governor Perry:

WHEREAS, all in attendance are gathered in Austin, capital of the great state of Texas, for the United States Hispanic Chamber of Commerce's 25th Annual National Convention and Business Expo;

WHEREAS, I have every expectation that this conference will provide a wonderful opportunity for professionals to network and build foundations of mutual understanding and respect;

WHEREAS, this occasion will offer a welcome opportunity to share visions for excelling in the future;

WHEREAS, Texas has enjoyed continued success, in large part due to the energy, entrepreneurship and standards of expectation and achievement set by chambers of commerce;

WHEREAS, since 1979, the United States Hispanic Chamber of Commerce has contributed immeasurably toward building strong, vibrant business climates across our great state and beyond;

WHEREAS, as governor, I fully recognize that one of our highest obligations is to ensure that Texas, through policy and practice, remains "wide open for business";

WHEREAS, by being unrelenting and proactive in our efforts to foster economic development through business recruitment, retention and expansion, we are making strides for this great state and all of the United States; and

WHEREAS, together, in partnership, we can continue to embrace the opportunities of the future;

NOW, THEREFORE, I, Rick Perry, Governor of the great state of Texas, on June 10, 2004, officially recognize the:

United States Hispanic Chamber of Commerce's 25th Annual National Convention and Business Expo.

Rick Perry
Governor

A Message from Rick Perry



Greetings,

I extend a warm welcome to all gathered in Austin for your annual convention. I have every expectation that this conference will provide a wonderful opportunity for professionls to network and build foundations of mutual understanding and respect, and to share visions for excelling in the future.

Texas has enjoyed continued success, in large part due to the energy, entrepreneurship and standards of expectation and achievement set by the U.S. Hispanic Chamber of Commerce. Since 1979, the United States Hispanic Chamber of Commerce has contributed immeasurable, toward building strong, vibrant business climates across our great state and beyond.

As Governor, I fully recognize that one of our highest obligations is to ensure that Texas, through policy and practice, remains "wide open for business," by being unrelenting and proactive in our efforts to foster economic development through business recruitment, retention and expansion. Together, in partnership, we can continue to embrace the opportunity of the future.

Anita joins me in sending best wishes for a successful event.

Sincerely,

Rick Perry

Governor





A Message from

Senator Kay Bailey Hutchinson

Dear USHCC Members:

Welcome to Texas! I know the residents of Austin and your outstanding convention co-hosts, the Greater Austin Hispanic Chamber of Commerce and the Texas Association of Mexican American Hispanic Chambers of Commerce, will provide their usual warm hospitality in welcoming you to Texas. I was pleased to learn that my good friend, Massey Villarreal, is serving as your Convention Host Chairman.

Please accept my congratulations and best wishes as you gather to further the goals established by the USHCC 25 years ago. With more than 5,000 business and community leaders present, and more than 1.6 million Hispanic-owned businesses in the United States, your contributions to our nation's economic well-being are significant and growing.

As a former small business owner and strong advocate of entrepreneurs, I am keenly aware of the challenges you face. Since I became a United States Senator, I have consistently supported legislation to reduce federal regulation on small businesses throughout the country, and to provide equal opportunities in the federal marketplace.

I hope you have an enjoyable and educational convention, and return to your communities with a renewed sense of pride about the contributions you make to free enterprise and building economic prosperity for America. As always, your ideas and input are invaluable in determining the course of our nation's economic future.

With best wishes, and gratitude for your leadership,

Sincerely,

Kay Bailey Hutchim

Kay Bailey Hutchinson

United States Senate

Senator John Cornyn

Dear United States Hispanic Chamber of Commerce Convention Participants,

A Message fro

¡Bienvenidos! It is my distinct privilege to welcome you to our great State of Texas and to the United States Hispanic Chamber of Commerce's 25th Annual National Commention and Business Expo. I appreciate the U.S. Hispanic Chamber of Commerce's efforts in promoting economic growth and business opportunities for nearly three decades, through national programs, international trade, working relationships with the national corporate sector and oversight of policies and legislation that relate to the Hispanic business community.

We must continue to take all the steps necessary to support free market innovation, encourage job creation and keep our economy growing. We need to make America the most business-friendly place on the planet and it is organizations like the U. S. Hispanic Chamber of Commerce that are already making that possible. I believe that the government should encourage an environment where America's entrepreneurial spirit can thrive and people can continue to achieve great accomplishments like many of you have done in the Hispanic community.

I join the Officers and Board of Directors of the U. S. Hispanic Chamber of Commerce in "Celebrating Hispanic Enterprise" and the influence of Hispanics, not only in our values and culture, but also in our nation's economy. The U.S. Hispanic Chamber of Commerce plays an enormous role in preparing the largest and fastest growing minority population in America.

Once more, I gladly welcome you to this event, which I am sure will provide an exceptional opportunity for you to participate in informative sessions and networking forums. I am committed to promoting legislation that will enhance our American entrepreneurial spirit, increase productivity and strengthen our nation's economy to ensure that the American peoples who have always succeeded and dominated in world-wide competition, continue to be successful.

John Corner

John Cornyn

THE RESERVE THE PROPERTY OF THE PARTY OF THE

United States Senate

WASHINGTON DO

UNITED STATES HISPANIC CHAMBER OF COMMERCE



WHERE?

Austin Convention Center Room 17 Austin, Texas

WHEN?

Thursday, September 16, 2004 2:30 - 5:00 PM







AUSTIN, TEXAS

The United States Hispanic Chamber of Commerce (USHCC) in partnership with the Texas Association of Mexican American Chambers of Commerce (TAMACC) and the Greater Austin Hispanic Chamber of Commerce (GAHCC) sponsored by Ford Motor Company, will host a free Procurement Networking Seminar at the USHCC's 25th Annual National Convention & Business Expo in Austin, Texas on September 16, 2004.

This seminar entails a series of four, 35-minute sessions, where attendees are divided into groups. Attendees will meet with representatives from government agencies and major corporations such as AT&T, PepsiCo, Ford Motor Company, General Motors, Verizon, MGM MIRAGE, BellSouth, Marriott, IBM, and JP Morgan Chase. Bring a brochure about your company and its services, along with 100 business cards. This event is a one-time opportunity to expand your business.

Full convention registration required.

To register please provide your contact information to Randy Ramat, Strategic Alliance Specialist, rramat@ushcc.com.

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UNITED STATES HIS PANIC CHAMBER OF COMMERCE

A Message from



Greetings and welcome to Texas

As Assistant Secretary of State I want to welcome you to the great state of Texas. We are excited that you have chosen Texas to be the host state for your convention and trust that you will enjoy your stay here.

I also want to congratulate the United States Hispanic Chamber of Commerce as it celebrates its 25th Annual National Convention and Business Expo. You have a long and proud history of advocating for the needs of Hispanic businesses and I commend you for your past efforts and wish you all the best in the future.

As you meet in Texas, keep in the mind that this great state has been shaped by many Texans of Hispanic descent. From its founding until today, Hispanics have played key roles in starting businesses and creating jobs, serving in government at the highest levels, and educating all Texas children. In Texas, Hispanics will continue to play a key role at all levels, as the Hispanic population is expected to double in Texas over the next two decades.

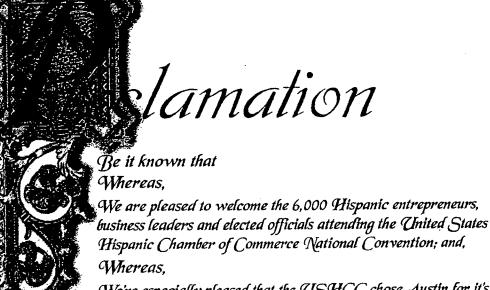
Again, I commend the efforts of the United States Hispanic Chamber of Commerce. I hope that this convention will help you cultivate new business opportunities and expand existing relationships.

Best wishes for another successful convention.

Sincerely,

Luis J. Saenz

Assistant Secretary of State



We're especially pleased that the USHCC chose Austin for it's historic 25th annual gathering of the 150 local Hispanic chambers nationwide, who make up its membership; and,

Whereas,

We extend our best wishes that attendees benefit from an educational and productive exchange and that they also take time to enjoy some of the historic sites, natural beauty and entertainment venues Austin has to offer during their visit to "The Live Music Capital of the World;" Now, Therefore,

I, Will Wynn, Mayor of the City of Austin, Texas, do hereby proclaim

September 15 - 18, 2004

as

USHCC Week

in Austin.

In witness whereof, I have hereunto set my hand and caused the seal of the City of Austin to be affixed this is Day of June in the Year Two Thousand Four

Will Wynn, Mayor, City of Austin



A Message from





Dear friends,

On behalf of the City of Austin, I would like to welcome you to the capital of Texas. We are excited to host the United States Hispanic Chamber of Commerce 25th Annual Convention and Business Expo.

This year's convention celebrates 25 years of Hispanic entrepreneurship and its impact on our nation's economy. Since its inauguration in 1979, the U.S. Hispanic Chamber of Commerce has committed itself to advocating, promoting and facilitating the success of Hispanic businesses in the U.S. and making the Hispanic business presence known and heard.

I encourage those of you visiting Austin to explore the many landmarks and museums that have made Austin one of the most dynamic cities in the country. Our city's history is a rich one. The State Capitol is full of Texas government history and is a popular tourist attraction and a favorite spot for Austinites as well. Other points of interest include the Governor's Mansion and the Bob Bullock Texas State History Museum.

I hope you enjoy your stay in Austin, and thank you for joining us on the 25th Anniversary of the U.S. Hispanic Chamber of Commerce.

Regards,

ninna

Will Wynn Mayor





FRIDAY, SEPTEMBER 17 & SATURDAY, SEPTEMBER 18

Austin Convention Center Austin, Texas



For more information contact USHCC Foundation at (202) 842-1212.



The Youth & Career Pavilion is a part of the United States Hispanic Chamber of Commerce 25th.

Annual National Convention & Business Expa in Austin. Texas.

Where Youll & Opportunity Meet







Where Youth & Opportunity Mée



Liliam-Lujan Hickey

Dear Friends

On behalf of the Board of Directors of the United States Hispanic Chamber of Commerce (USHCC) Foundation, we would like to welcome you to Austin and the 25th Annual National Convention and Business Expo of the USHCC. Congratulations to the USHCC on its 25th anniversary. What a milestone for the chamber and Hispanic businesses.

We welcome the over 100 high school and undergraduate students who have traveled from across the country to participate in our National Youth Entrepreneurship "BizFest" Competition this year. This is a dynamic group of future business leaders. Even though they will be immersed in intensive training sessions, you will be seeing them throughout the convention so please take a moment and share a bit of your time and experience with them. We also welcome back our 2003 National "BizFest" winners, Celeste Lopez and Ruthie Fesahazion, who have traveled from Tucson, Ariz. to be with us over the next four blays.

The USHCC Foundation has put together a dynamic schedule of events, filled with opportunity and experience, benefiting young entrepreneurs, chamber leaders and business leaders alike. We kick off the week with the FedEx-USHCC Foundation 4th Annual Golf Classic at the Hills Country Club. Students will be participating in the National Youth Entrepreneurship "BizFest" Competition. Chamber executives will go through an informative and helpful training to elevate their organization to optimal function. Austin residents, for all ages, along with convention participants will benefit from the Youth and Career, Pavilion at the Expo, where the focus is employment and furthering one's education.

We, at the USHCC Foundation, sincerely and graciously thank all of the sponsors who have made these events possible, as well as the youth participants who have committed themselves to personal and entrepreneurial success as a part of their future.

Regards,

Frank Lopez

President USHCC Foundation

Liliam Lujan Hickey Chair of the Board

Chair of the Board USHCC Foundation We'd like to stop long enough to say congratulations.



FedEx celebrates a memorable year of achievements with the Hispanic Business Community. Way to go USHCC!

fedex.com

©2004 FedEx

Fed

A Message from





Dear Friends:

Welcome to this year's USHCC Annual Convention and Exposition.

Twenty-five years ago, a group of leaders founded the United States Hispanic Chamber of Commerce with a clear mission, "To advocate, promote and facilitate the success of Hispanic businesses."

A lot has changed since then for Hispanics in the U.S.

With a growing population of close to 40 million, Hispanics have become the largest minority in America and, a driving force for the economy.

Since its inception in 1979, the USHCC has played a pivotal role in the emergence of Hispanic businesses. In particular, the Annual National Convention and Business Expo has established itself as the country's largest networking venue for Hispanic businesses and Fortune 1000 corporations, interested in the Hispanic market.

The fact that the Convention and Business Expo coincide with the 25th anniversary of the USHCC, adds symbolic significance to the honor I have of being appointed Honorary Chair of the FedEx-USHCC Foundation 4th Annual Golf Classic.

The relationship between FedEx, the USHCC and the USHCC Foundation is based on the sharing of common philosophical values. Indeed, at FedEx we believe that the more culturally aware you are, the greater your business opportunities will be. That is why FedEx is committed to helping the USHCC and the USHCC Foundation reach their goals.

On behalf of FedEx and the USHCC, I thank you in advance for supporting its mission of developing the next generation of Hispanic leaders.

Sincerely,

Juan N. Cento

President

FedEx Express Latin America and Caribbean Division

This is not just what we believe, it's what's imprinted in our 100 years of history. Like Henry Ford once said, "Thinking always ahead, thinking always of trying to do more, brings a state of mind in which nothing seems impossible." That's why we believe that great achievements should never go unnoticed. Ford Motor Company is proud to recognize the United States Hispanic Chamber of Commerce Foundation as we work together to support Hispanic youth in reaching their goals.



Ford Motor Company

Those who are driven will always reach their goals.

A Message from

Dear Young Entrepreneurs,

On behalf of Ford Motor Company, welcome to the United States Hispanic Chamber of Commerce National Convention and the USHCC Foundation's National "BizFest" 2004. Competition.

Congratulations to all the regional winners, we commend you for advancing to the National "BizFest" and admire your conviction to strive for entrepreneurial success. Your hard work and commitment to education has played a vital role in your selection to take part in this unique opportunity.

I would like to recognize the President of the USHCC Foundation, Frank Lopez, for his commitment to this worthwhile program as well as your parents, teachers, and families for their support of your efforts.

Education at all levels is a top priority for Ford Motor Company Fund. From K-12 through college and beyond, we recognize the importance and value of lifelong learning to individuals and to society. We are devoted to providing educational resources that assist in making a better community. That is why we are proud of our partnership with the USHCC Foundation as together, we encourage our youth to become entrepreneurs.

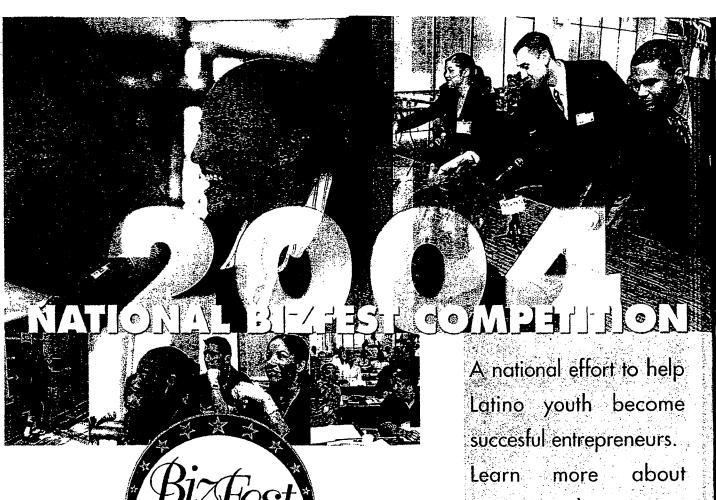
Again, welcome and enjoy the National "BizFest" Competition!

Sincerely,

Davier & West

Ford Motor Company Fund

Sandy Ulsh President, Ford Motor Company Fund



WHERE YOUTH & OPPORTUNITY MEET

th Entrepreneur

HILTON AUSTIN Rooms: 406, 408, 410, 412

Austin, Texas

SEPTEMBER 16-18, 2004

For more information call 202-842-1212 or visit www.ushccfoundation.org

"BizFest" today!

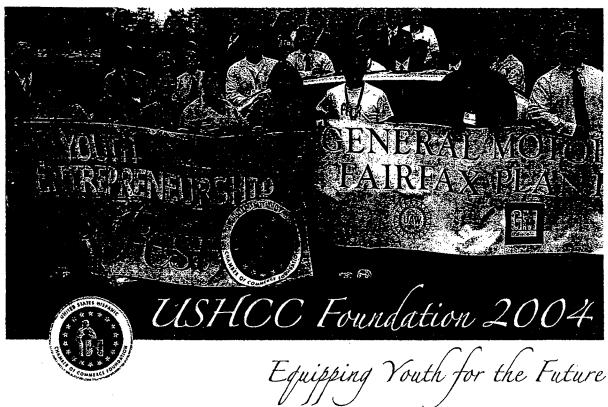


Girl Scouts.

Training partner of the USHCC Foundation.

H03654

The National "BizFest" competition is a part of United States Hispanic Chamber of Commerce 25th Annual National Convention and Business Expo



The USHCC Foundation continues to expand its reach to Latino youth in major cities across the country through a number of programs, partnerships and initiatives. Below is a summary of major programs and events held in 2003-2004:

REGIONAL YOUTH ENTREPRENEURSHIP ""BIZFEST"" TRAINING CAMPS

With the collaboration of various local chambers and corporate partners, the USHCC Foundation brought the ""BizFest"" to various cities across the country. This past year, Regional Youth Entrepreneurship "BizFest" Training Camps were held in Kansas City, Missouri; Tucson, Arizona; and Detroit, Michigan. "BizFest" is a three-to-four day intensive entrepreneurship and business development skills training camp where participants learn how to turn hobbies into profitable ventures. Students learn core skills associated with financial literacy, money management and how to develop the elements of a successful business plan. The Kansas City "BizFest" was held in partnership with the Hispanic Chamber of Greater

Kansas City with more than 50 students in attendance. The "BizFest" was held at the General Motors Fairfax Assembly Plant in Kansas City where students saw first-hand the assembly line of the Chevy Malibu automobile. The "BizFest" winners included Mirelly Hernandez, Nick Collins and Kris Ruiz.

The Detroit "BizFest", sponsored by Ford Motor Company, focused on boosting the number of Hispanics in all aspects of the automotive industry. The Detroit "BizFest" was held in partnership with Michigan Hispanic Chamber of Commerce. Winners of the Detroit "BizFest" were Gabriel Garcia, Melissa Guerrero and Alba Arredondo. Winners of the regional "BizFest"s will convene in Austin, Texas for a National Youth Entrepreneurship "BizFest" Training and Competition during the

25th Annual National Convention & Business Expo.

FERIA EDUCATIVA



In a historic partnership with the White House Initiative on Educational Excellence for Hispanic Americans, the USHCC Foundation held several "Ferias Educativas"

(Education Fairs) in Miami, Florida; Bronx, New York; and Tucson, Arizona. The events featured national figures such as U.S. Surgeon General Richard H. Carmona; U.S. Secretary of Education, Rod Paige; Associate Deputy Under-Secretary, Kathleen Leos; Deputy Under-Secretary, Maria Hernandez Ferrier; Congresswoman Ileana Ros-Lehtinen; and Florida State Board of Education member Charles Garcia. The USHCC Patrick Foundation also had a strong presence during a Feria Educativa held in Albuquerque, New Mexico, with USHCC Board Chair Tina Cordova. Sponsored by Partners in Hispanic Education, the Feria Educativa campaign consisted of seven nationwide education events geared toward Hispanic families. Partners in Hispanic Education was launched last year by the White House Initiative on Educational Excellence for Hispanic Americans and is comprised of some of the nation's leading Hispanic organizations dedicated to education.

SUPERBOWL GOLF TOURNAMENT Who says the Superbowl is only a celebration of football? With the help of the Houston Hispanic Chamber of Commerce, the USHCC Foundation hosted a Golf Tournament at this year's Super Bowl in Houston, Texas. At the tournament, one of the official events of the 28th Super Bowl, corporate executives had an opportunity to practice their golf game while raising funds for the USHCC Foundation's Youth Entrepreneurship Initiative.

NEW YORK CITY FUNDRAISER FEATURING MONTREAL EXPOS GM OMAR MINAYA

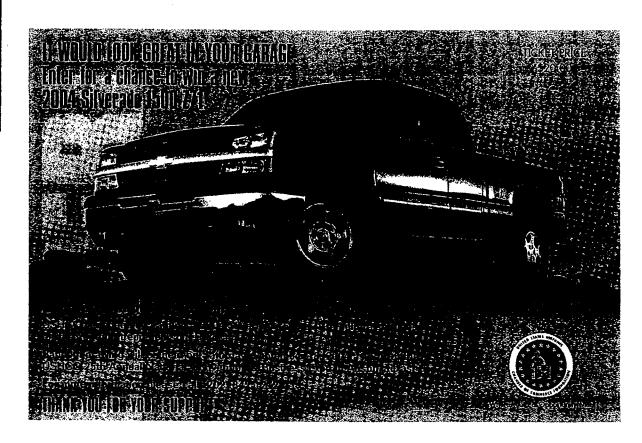
In a special partnership with Major League Baseball and Macro Benefit Advisors Inc., the USHCC Foundation held an invitation-only dinner reception at Shelley's New York City featuring Omar Minaya, Vice President and General Manager of the Montreal Expos, who is the Major League's first Latino general manager. The event raised nearly \$5,000 to benefit the USHCC Foundation's Youth Entrepreneurship Initiative, which provides Latino youth hands-on business training, mentoring and personal

growth-building skills to awaken and nurture their entrepreneurial spirit.

"ACCESS TO SUCCESS" E-MENTORING PROGRAM

The USHCC Foundation is gearing up to launch its Internet-based mentoring program known as "Access to Success." The e-Mentoring program will match "BizFest" alumni with successful business leaders who can provide guidance as the students reach their goals of becoming entrepreneurs. The program assesses entrepreneurship skill-set gaps of ""BizFest" alumni and then recruits mentors in the corporate and business world with corresponding expertise and skill-sets.

For more information about these programs and opportunities to support them, visit www.ushccfoundation.org. The USHCC Foundation is a 501(c)3 tax exempt organization. All donations and contributions are tax-deductible.



USHCC Foundation Sponsors 2004

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U.S. Army
Verizon Foundation
Wal-Mart Stores, Inc.

As of 08/20/04



A Year in Review

USHCC Year in Review 2003-2004

Not only was 2003 the year Latinos became the largest minority group in the country, it was also a year of many achievements and conquered milestones for the United States Hispanic Chamber of Commerce (USHCC) and the entire Hispanic community. Here are some of the USHCC's most notable programs and initiatives for 2003-2004:

USHCC HISPANIA CAPITAL FUND

Hispania Capital Fund—launched in 2003 in cooperation with Duff & Phelps, LLC—made its first investment of \$6 million in 2004 to Rossi Publications, Inc., publisher of La Raza Newspaper, Chicago's leading Spanishlanguage newspaper. The Hispania Capital Fund is the first nationwide SBA-licensed Hispanic venture capital fund. Hispania Capital Partners provides Latino entrepreneurs much-needed capital for growth and expansion by investing in medium-sized U.S.-based Hispanic-owned firms.

FEDERAL SECTOR PROCUREMENT COUNCIL

The USHCC launched the Federal Sector Procurement Council in 2003, to increase federal contracting opportunities for Hispanic-owned businesses. Comprised of federal agency executives, the nine-member council identifies and implements effective strategies to increase the number and dollar amount of federal contracts awarded to Hispanic businesses. During a briefing held at the USHCC's 14th Annual Legislative Conference, the Federal Sector Procurement Council announced a new partnership with the "top ten" federal agencies to help them better target minority-owned businesses through their procurement programs. Selected

by their level of procurement and spending, these "top ten" agencies include the National Aeronautics and Space Administration, United States Postal Service, General Services Administration and Departments of Justice, Defense, Energy, and Homeland Security among others.

PRIVATE SECTOR PROCUREMENT COUNCIL OFFERS "BEST

PRACTICES" FOR CORPORATIONS During the USHCC 24th Annual National Convention and Business Expo last October in Phoenix, Arizona, the USHCC Private Sector Procurement Council released a report that offered corporations "best pracrices" for creating an effective supplier diversity or minority/women-owned business enterprise (M/WBE) program. Supplier Diversity Best Practices: A Review of Corporate Supplier Diversity Programs was developed by the USHCC Procurement Council in an effort to help boost procurement opportunities for Hispanic businesses.

USHCC & USHCC FOUNDATION LAUNCH GRADUATION FOR ALL

At a May 13, 2004 press conference in Washington, D.C., the USHCC, USHCC Foundation, Congressional Hispanic Caucus and National Hispanic Caucus of State Legislators (NHCSL)

launched Graduation for All: A Right and Responsibility, a national campaign to raise awareness about the alarming rate of Latino high-school drop-outs and to discuss the role of businesses in alleviating the problem. The press event featured Congressman Ciro Rodriguez, Congressman Ruben Hinojosa, USHCC Foundation President Frank Lopez and Felix Ortiz, New York Assemblyman and President Elect of the NHCSL. Education activists throughout the country held local press conferences in Albuquerque, NM; San Antonio, TX; and New York City, NY. USHCC Board Chair, Tina Cordova, participated in Albuquerque, along with New Mexico Secretary of Education, Veronica Garcia and Senator Bernadette Sanchez. Senator Leticia Van de Putte hosted the San Antonio event and was joined by the Chair of the San Antonio Hispanic Chamber of Commerce, Elaine Mendoza and Dr. Joe Bernal of the Texas State Board of Education. New York Assemblyman Felix Ortiz hosted the event in New York City.

PROCUREMENT NETWORKING SEMINARS

In a continuing effort to help boost contract opportunities for Hispanic-owned businesses, the USHCC held a series of Procurement Networking Seminars in various cities throughout the United

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Twenty-five years since the inception of the United States

Hispanic Chamber of Commerce (USHCC), what was once an idea to create an organization that unified the voice for Hispanic enterprise, today has become the notion's leading advocate for Hispanic enterprises.

For the past two and a half decades, the USHCC has helped foster the development of Hispanic enterprise and dramatically assed the visibility of Hispanic enterprises in the United States. From forming strategic alliances with Corporate American opening doors to new copies, the USHCC has continued to service as a friend, advocate, leader and leacher for hispanic businesses.

The late Hector Barrelo S

How a dream became the voice of Hispanic enterprise

By Natolia Martinez Duncon

It was the late seventies, a time of innovation and opportunity. President Jimmy Carter was in the White House, nuclear power was at the center of a political debate and the United States succeeded in developing the first American-made Volkswagen. But for many Hispanic-owned businesses, opportunities were few and far between. This is what a group of visionary Latino businessmen set out to change in the summer of 1978.



Nelson Rodrigu

During the Texas Association of Mexican American Chambers of Commerce (TAMACC) June 1978 convention in Austin, Texas, several Hispanic leaders gathered in the hotel lobby to discuss how they could create a unified voice for Hispanic businesses in the United States and fuel the economic growth of the Hispanic community. "We needed a

vehicle that could help increase the economic growth of our community and bring Hispanic businesses into mainstream America," said Nelson Rodriguez, one of the founders of USHCC and then President and Chairman of TAMACC. "We knew that in order for our community to economically progress, we couldn't just continue working for someone else — the best way to build our economic base was through entrepreneurship."

That vehicle soon became what is known today as the United States Hispanic Chamber of Commerce (USHCC).

By many accounts, the USHCC's first officers were elected in 1979 at a TAMACC convention in Lubbock, Texas, where Nelson Rodriguez was elected President and Chairman. That same year the USHCC was incorporated in the state of New Mexico, making it the first national organization representing all Hispanic chambers of commerce and Hispanic-owned businesses in the United States.



Hector Barreto Si

It was not until 1980, however, that the USHCC gathered enough resources and support to hold its first independent annual convention in Sante Fe, New Mexico. There, Mexican-born Kansas City businessman, the late Hector Barreto, Sr., was elected USHCC President, a title which Barreto would hold until 1987. Jose Antonio Font, founder of the

Greater Washington Ibero-American Chamber of Commerce (GWIACC) in Washington, D.C., was elected Vice-President. With the help of funding from the Office of Minority Business Enterprise (OMBE), Barreto, Font, Rodriguez and several other pioneers embarked on the long and arduous mission to unite the Hispanic community and raise the visibility of Hispanic businesses.

Building a Chamber from the Ground Up

Building a national Hispanic chamber in the late 1970s and early 1980s was no easy task. There was little money, minimal recognition

GREED STATES HISPANIC CHAMBER OF COMMERCE

1979 - 2004



within Corporate America and no cohesion within the Hispanic community. "Corporate America didn't really know the strengths of Hispanic businesses and many people within our community questioned why we needed a national organization," said Abel Quintela, USHCC President from 1987-1989.

With few resources in the bank, during its formation the USHCC relied on the generosity of numerous individuals to help market its mission throughout the country and attract new members. "Many people volunteered their time, money, talents, homes, offices, telephones, print shops, etc., to make the USHCC a reality. Many have passed, but would be proud to see the fruits of their sacrifices," Rodriguez said.



According to Font, Nelson's then Vice-President, the toughest challenge the early USHCC organizers encountered was bringing

all Hispanic businesses under one voice. "We spent a lot of time uniting the different groups within the community,

such as the Cubans and the Mexican Americans. Since I was President of GWIACC, I worked on selling the idea to the Hispanic community on the East Coast," he explained.

The late Hecror Barreto, Sr., spoke to this challenge in a letter he authored in the 1981 USHCC Convention Magazine. "The time has ended for splintering divisiveness. The unparalleled opportunities within our grasp demand cooperation and dedication to a common cause," he wrote. Barreto passed away on May 14, 2004. He last participated at the USHCC

2004 Legislarive Conference.



Vice President George Bush Sr. addressed the

By the 1981 Kansas City Convention, the USHCC was attracting high-ranking officials, including then Senator Bob Dole and former Secretary of Commerce Malcolm Baldrige. USHCC membership had reached 26,000 with 135 local chambers in 19 states. Big corporations such as Miller Brewing Company, which became the USHCC's first sponsor in 1980, were beginning to take notice. The White House was also beginning to recognize the power of the Hispanic community. By 1982, then Vice President George Bush, Sr.

addressed the convention and in 1983, the late President Ronald Reagan served as the keynote speaker. In 1981, according to the United States Census Bureau there were 250,000 Hispanic-owned firms in the country, compared to the more than 1.2 Hispanicowned firms today. At least 400 of them generated annual sales of more than \$1 million.

Indeed, by the early to mid-1980s, the USHCC was a force to be reckoned with. Rodriguez believes that it was due to the USHCC's success in raising the visibility of Hispanic businesses, that the United States saw a sharp rise in the number of Hispanic businesses in the early 1980s. "It wasn't accidental - it was because we went around the country and said it was 'okay' to be an entrepreneur," he noted.

Where Are We Now?

Fast-forward 25 years and the USHCC has become the leading advocate for Hispanic business-owners in the country. Within the past decade, the USHCC launched a series of initiatives and programs to help Hispanic businesses grow. It wirnessed the enormous growth of Latina business owners, gave a voice to the now more than 1.2 million Hispanic



entrepreneurs and began to make a difference in the political and economic spectrum across the country through its aggressive government outreach efforts.

> Two more successful business leaders would become President and CEOs, including Jose Niño, from 1990-1998; and George Herrera, from 1998-2004. J.R. Gonzales, was named Acting President and CEO in 2004. Each brought a unique perspective and vision to the organization. Under the leadership of Herrera, the USHCC acquired its own nationally syndicated television show, "Hispanies Today;" began co-publishing Hispanic Trends, a national magazine geared toward Hispanic entrepreneurs; and launched the venture capital fund Hispania Capital Partners to offer Latino business owners

Esther Sepeda, Chair of the 1979 TAMACC Convention

"The USHCC was more

like a dream at the time

rather than something

that could actually

happen. But now, it's

even more unbelievable

when I see how much

impact it has."

opportunities to expand their business.

Elizabeth Lisboa-Farrow, former USHCC Chair of the Board and the second woman to serve in that capacity, reflected on the USHCC's growth and remarkable impact. "Over 25 years, the USHCC has emerged as the preeminent advocate for the Hispanic business community, and I am honored to have played a role in its growth," she said. "With support from major corporations, the USHCC now has a national television program and the USHCC Foundation, which is developing future Hispanic business leaders. Over the next quarter century, Hispanic women business owners, as they increase in numbers, will continue to play an important role in the USHCC's future." Lisboa-Farrow is President and CEO of Lisboa, Inc.

Still for others like Esther Sepeda, chair of the 1979 TAMACC Convention in Lubbock, Texas, the USHCC is an example of what happens when dreams are coupled with commitment and dedication. "The USHCC was more like a dream at the time rather than something that could actually happen. But now, it's even more unbelievable when I see how much impact it has. It has become the national voice for all Hispanic businesses." 🔳

STATE OF NEW MEXICO



CERTIFICATE OF INCORPORATION OF MINITED STATES HISPANIC CHAMBERS OF COMMERCE (102,181 5)

The State Corporation Commission certifies that duplicate originals of the Articles of Incorporation attached hereto, duly signed pursuant to the provisions of the Non-Profit Corporation Act, have been received by it and are found to conform to law.

Accordingly, by virtue of the authority vested in it by law, the State Corporation Commission issues this Certificate of Incorporation, and attaches hereto a duplicate original of Articles of Incorporation.

> In Testimony Whereof, the State Corporation Commission of the State of New Mexico has caused this certificate to be signed by its Chairman and the seal of said Commission to be affixed at the City of

UNITED STATES HISPANIC CHAMBER OF COMMERCE

USHCC LEADERSHIP: PAST & PRESENT

Since the United States Hispanic Chamber of Commerce (USHCC) was incorporated in 1979, six individuals have been at the helm of the USHCC, driving its growth and strengthening Hispanic entrepreneurship in the United States.

Nelson Rodriguez, USHCC President, 1979-1980



Mr. Rodriguez is owner of The Nelrod Company, a national multi-million dollar consulting firm that services over 1,440 government agencies and corporations. In 1976, Mr. Rodriguez operated a successful supermarket and newspaper in his hometown of Harlingen, Texas. By 1978, Mr. Rodriguez was elected president of the Texas Association

of Mexican American Chambers of Commerce (TAMACC). He was later unanimously elected the first national president of the USHCC. In 1980, the National Economic Development Association honored Mr. Rodriguez with its National Leadership Award for his efforts with the USHCC. The following year, Mr. Rodriguez was asked to join President Reagan's administration. He also held presidential appointments with the Departments of Transportation, and Housing and Urban Development.

"We knew that if we were going to progress economically, entrepreneurship was the way to go. Entrepreneurship is what creates jobs and builds the community."

Nelson Rodriguez

Hector Barreto, Sr., USHCC President, 1980-1987



(Excerpt from an obituary written by Raul E. Cisneros, Assistant Administrator, SBA)
Hector Barreto was born in Mexico City, Mexico in 1935 and grew up in Guadalajara. His American journey began in 1958 when he moved to west central Missouri. After a series of hard and backbreaking jobs, he

decided to do what many Americans dream of doing: be his own

boss. So, with this help of his wife Mary Louise, he started his first enterprise, a restaurant serving Mexican food. That establishment grew into another. After that, came an import company, followed by a construction firm. In the 1970s, Mr. Barreto would turn to a new endeavor. He helped form the Kansas City Hispanic Chamber of Commerce in 1978 and the United States Hispanic Chamber of Commerce (USHCC) in 1979. In the process Mr. Barreto would also become a passionate voice for the growing Hispanic community of this nation. Mr. Barreto would later go on to advise President Ronald Reagan and his successor George W. Bush. He would also serve his country and community through the appointments to various task forces, councils and advisory boards, including his appointment as president of the National Economic Development Agency. Among his most important achievement, was being named chairman emeritus of the USHCC as well as his induction into the Hall of Fame by the League of United Latin American Citizens (LULAC). Hector V. Barreto, Sr. passed away after a long illness on May 14,

> "We are at the threshold of a long and prosperous future for Hispanic entrepreneurs in the United States. We must be prepared to capitalize on existing opportunities and to develop active partnerships in future ventures with Corporate America."

> > The late Hector Barrelo, Sr., forme USHCC President wrate in 1981

Abel Quintela, USHCC President, 1987-1989



In March 1990, President Bush, Sr. appointed Mr. Quintela to the Commission on Minority Business Development, where he served as Vice Chairman. He is also the past President of the USHCC and served on the Board of Directors for nine years. Mr. Quintela served as a member of the Advisory Board for Export Now with

the U.S. Department of Commerce, and as a member of the Advisory Committee on Hispanic Affairs for the United States Senate Republican Conference Task Force. Quintela also served on the Small Business Advisory Council for the Republican National Committee, and as a member of the Board of Directors for the National Hispanic Leadership Conference. Mr. Quintela's Hispanic chamber involvement includes over 20 years at the national and state level, including his various leadership positions at TAMACC.

UNITED STATES HISPANIC CHAMBER OF COMMERCE

1979 - 2004



USHCC is incorporated in the state of New Mexico.

USHCC names Nelson Rodriguez as the first president at informal Maching at TAMACC convention in Lubbock, Texas.

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The second edition of the USHCC National Hispanic Business Directory is released, listing 10,000 Hispanic firms and businesses.

> USHCC helps form four new Hispanic chambers of commerce.



USHCC celebrates its 10th anniversary at its 10th Annual National Convention & International Business Exchange in New Orleans, Louisiana.

USHCC 1st Annual Legislath Forum and Banquer is held in Washington, D.C.



USHCC establishes new structure that divides memb Hispanic chambers of commerce into six regions



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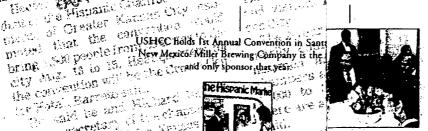
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By Annual Convention 22 2 Shington, D.C., where ald Reagan holds a prithe White House with Deard of Directors.



José F. Niño is named USHCC President and Chief Executive Officer.

Members of the USHCC Board of Directors meet with President George Bush Sr. at the White House



USHCC's 11th Annual Convention in Albuquerque, New Mexico marks the launch of the USHCC internship program.

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The USHCC's 4th Annual National Convention & International Business Opportunity Expo in New York focuses on NAFTA.

USHCC signs agreement of friendship and cooperation with Consejo Superior de Cámaras de Comercio, Industria y Navegación de España between Spain and the U.S. Hispanic community.

USHCC plays crucial role in passage of the North American Free Trade Agreement in the fall of 1993.



USHCC Foundation



USHCC Foundation launches number of initiatives for Latino youth, including the "Access to Success" e-Mentoring program, Regional Latino Youth Entrepreneurship "BizFest" Training Camps and the National Hispanic Chamber "Latino School Adoption" program.

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"Hispanies Today" acquires sponsors for all seven advertising spots.

USHCC holds first-ever Corporate Partners Legislative Hearing at 13th Annual Legislative Conference.

U.S. Census Bureau names Hispanic community the largest minority group at more than 38 million.



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USHCC holds 15th Annual National Convention & International Business Opportunity Expo in San Francisco, California.

USHCC and the Mexico's Confederation of National Chambers of Commerce, Services and Tourism (CONCANACO-SERVYTUR), begin an exchange program to bolster business and educational opportunities.



USHCC co-sponsors Latin Chamber of Commerce of U.S.A. (CAMACOL) trade mission to Brazil and its 15th Hemispheric

Congress in Miami, Florida to underscore the importance of business ties between North and South America.

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in the United States.

During the 12th Annual Legislative Conference, USHCC, the ongressional Hispanic Caucus and e National Hispanic Caucus of ate Legislators lay the groundwork r an economic development agenda for Hispanic businesses.

UNA Style Magazine and tinch Ánna Maria Arias ess Fund, in memory of iana Arias, founder and ATTNA Style Magazine.



W. Bush addresses neurs during a private e House Briefing.





USHCC names J.R. Gonzales as USHCC Acting President & CEO.

USHCC forms Board Alumni Association to honor 25 years of board leadership.

President George W. Bush addresses Latino entrepreneurs in the largest White House Briefing in USHCC history, during the 14th Annual Legislative Conference.



"It's very satisfying to see all of the accomplishments of the USHCC and see how the chamber has grown.

Considering we began with our first expo in the foyer of a gymnasium, it's amazing!"

Abel Quintelo

Jose Niño, USHCC President/CEO, 1990-1998



Jose F. Niño is President of El Niño Group, Ltd., an international business development and financial services company. Its clients have spanned the Western Hemisphere. Projects of Niño's multi-faceted business include: Hispanic community outreach, association management, mezzanine and trade financing, environmental solutions, telecom

solutions, specialty metals, warehousing, transportation, commodities management and consulting. Mr. Niño has many years of experience in working with entrepreneurs, the Federal Government, Corporate America, and the Hispanic community. For eight years, Mr. Niño was President and CEO of the USHCC. He formed the USHCC Mexico Office and expanded the operations and the profile of the USHCC to a significant force within the U.S. economy, while institutionalizing and endowing its programs for perpetual growth.

"The USHCC's greatest value was supporting issues and legislation that affected micro and small business. From mom and pop operations to corporate and government suppliers, our efforts were helping entrepreneurs achieve their version of the American dream."

Jose Niño

George Herrera, USHCC President/CEO, 1998-2004



Mr. Herrera is President of Herrera-Cristina Group, Ltd., a multi-media communications firm, and is a member of the Board of Directors of Cendant Corporation. Under Herrera's leadership, the USHCC membership more than doubled. Herrera also sought to develop creative revenue-generating activities for Hispanic business through efforts such

as the Corporate Partner Membership Program, Hispania Capital Partners, a venture capital fund for Latino-owned businesses, which recently made its first investment of \$6 million; the USHCC Procurement Council and the Anna Maria Arias Memorial Business Fund in partnership with Wells Fargo and Latina Style magazine. He was also the creator of the national syndicated television show "Hispanics Today." He has received numerous awards, including the Mickey Leland Humanitarian Achievement Award by the National Association of Minorities in Cable (NAMIC) and the Cesar Chavez Community Service Award by Minorities in Business Magazine, Inc. (MIB). He was also named a Fellow, Society of Fellows, by the Wharton School of the University of Pennsylvania.

"Our message to Corporate America must remain: We buy from you, you buy from us. If I am good enough to buy it, I am good enough to bring it to the marketplace. Anything less is not only unacceptable, but unequivocally non-negotiable."

George Herrero

J.R. Gonzales, Acting USHCC President/CEO, 2004



J.R. Gonzales has a long-standing career in community activism that spans local, state and national arenas, as well as more than 18 years of extensive board and chamber experience at all levels. Prior to his current role as Acting USHCC President/CEO, Mr. Gonzales served two terms as Chairman of the Board of the USHCC. Mr. Gonzales also served as USHCC

Vice Chair for a year and on the USHCC Board of Directors, representing Region III since 1999. Prior to his chamber involvement at the national level, Mr. Gonzales served two terms as Chairman of the Board of the Texas Association of Mexican American Chambers of Commerce (TAMACC) and two terms as Chairman of the Greater Austin Hispanic Chamber of Commerce. Throughout his volunteer chamber career, he has been a strong advocate for chamber development, leadership training, international relations and has a strong passion for mentoring small business owners and helping them to grow their businesses to the fullest potential. In June 2004, Gonzales was featured on the cover of Hispanic Trends Magazine for his leadership as USHCC Board Chair and for the strides he has made during his role as Acting President/CEO. Gonzales is founder and President of Austin, Texas-based JRG Communications, Inc., a public relations, marketing and recruiting firm.

"The USHCC is only as strong as our members. Outreach and support helps ensure that our members are viable and are playing key roles in their communities."

J.R. Ganzales

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1979 - 2004